



WE FUEL AMAZING

## CAIRN INDIA LIMITED

### **EXPRESSION OF INTEREST (EoI) FOR PROVISION OF SECURITY SERVICES TO RAVVA ONSHORE TERMINAL IN ANDHRA PRADESH**

1. Cairn India Ltd, "CIL" is the Operator of PKGM-1 Oil and Gas block located at Surasaniyanam, Uppalaguptham Mandal, East Godavari District, Andhra Pradesh. CIL on behalf of its Joint Venture partners (CIL, ONGC, Videocon Industries Ltd and Ravva Oil ,Singapore Pte Ltd) invites Expression of Interest (EoI) under National Competitive Bidding Process ("NCB") from suitably experienced contractors who can provide 'Security Services' in accordance with Private Security (Regulation) Act, 2005 and In exercise of the powers conferred by sub-section (1) of section 25 of the Private Security Agencies (Regulation) Act, 2005 and Andhra Pradesh Private Security Agency Regulation (APPSAR) Rules 2008. 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.

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

1. Annual Turnover in immediately preceding two financial years should be equal or more than the estimated average annual contract value.
2. Positive Net worth of at least in each of the immediately preceding two financial years.
3. Liquidity ratio of at least 0.6 in each of the two preceding financial years.
4. Minimum five years of experience as security services provider with minimum guard force of 500 Security Guards in the country preferably with Oil & Gas industry.

#### **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 training 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)
  - g) HSE statistics, LTI graph etc.
4. Details of Business presence (National level & Andhra Pradesh)
5. Details of ability to provide National Skill Development Council (NSDC) certified guards will be preferred

6. Details of ability to provide specialized security personnel to operate advanced security equipment and monitor CCTV.
7. Details of holding of statutory & valid licenses, registration under Shops and Establishment Act and certification (If any) fully compliant in terms of labour laws, PSARA etc.
8. Details of capability to be able to Liaison with govt. departments
9. Details of Local content - capability to hire ex-servicemen and mobilize additional security personnel during emergency at short notice to ensure peak performance.
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. Existing Client Base with in 500 km from Surasaniyanam
14. 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
15. 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.
  - 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.