



CAIRN INDIA LIMITED

Form No. 2.1

Eoi Content to be published

EXPRESSION OF INTEREST (EOI) FOR OPERATION & MAINTENANCE SERVICES OF HVAC AT RAJASTHAN

Cairn India Ltd (“CIL”) is the Operator of the Onshore **RJ-ON-90/1** block, 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 Block contains number of major oil discoveries, including the Mangala, Bhagyam and Aishwariya Fields.

The scope of services for this Eoi is limited to services within the Rajasthan Block. The scope of services would broadly consist of the following:

1. Contractor shall operate; carry out the day to day routine, preventive and breakdown maintenance of all HVAC equipment and its associated ancillaries. This activity is to be carried out on round the clock basis in two shifts of 12 hrs each at the various fields at Rajasthan block.
2. Bidder should have at least three years’ experience in providing HVAC Operation & Maintenance services.
3. Bidders should have provided services to large scale industries and maintained sites having cumulative capacity of at least 2000TR HVAC equipment. Contract copies, PO Copies /service completion certificates should be provided with Bids for the similar Job executed in Past.
4. Contractor shall depute competent manpower, professional Supervisors & Engineers.

CIL on behalf of the JV partners invites reputed Contractors with demonstrated HSE performance to express their interest to participate in pre-qualification as bidders.

The interested suppliers 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 and submit their contact details online. Further to this, interested suppliers 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 following documents and details for prequalification via *Smart Source*

1. Letter of interest clearly indicating the Project reference
2. Detailed Company Information with Organisation structure, Support agencies and other facilities & resources.
3. Details of completion of similar type of projects in the **last three years** under headings:
 - a) Brief scope of work
 - b) List of value of work done for one single order
 - 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) Safety Certification
 - h) HSE policy and statistics, LTI graph for last 3yrs.
4. Quality assurance & Quality control practices currently in place for the execution of similar work /services.

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5. Company's financial performance documents (Audited Balance sheets and Profit and Loss statements , Auditors Report and Notes to Accounts etc.) for last 2 (two) years. Latest financial statement should not be older than 18 months on the date of submission of response to Expression of interest. The following financial evaluation criteria will be used for evaluation and the vendors not meeting any of the criteria shall be disqualified from the bidding process –
- a. Net Worth– Positive net-worth in each of the immediately preceding two financial years.
 - b. Turnover – Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value.
 - c. Liquidity– Liquidity ratio in each of the preceding two financial years shall not be less than 0.6.
 - d. Experience in providing operation and maintenance services for HVAC system for a minimum of 3 years.

Also, note -

- i. 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.
- 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.

All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation

The interested suppliers should evince interest to participate in Eoi within 14 days of publication of Expression of Interest.