



CAIRN INDIA LIMITED

EXPRESSION OF INTEREST (EoI) FOR LAYING OF OPTICAL FIBER CABLE (OFC) ALONG THE PIPELINE IN GUJARAT FOR MANGALA DEVELOPMENT PIPELINE OPERATION BLOCK RJ-ON-90/1

Cairn India Ltd. ("CIL") is the operator of RJ-ON-90/1 block, located in Barmer district, in the state of Rajasthan, India. The Block contains a number of major oil discoveries, including the Mangala field, the largest onshore oil discovery in India since 1985.

CIL has set up and commissioned ~ 670 km long 24" diameter Crude Oil Export Pipeline and a parallel 8" Gas (fuel), spur lines, pumping stations, terminals and related facilities for the transportation of crude oil from Mangala field to the downstream terminal point on the Gujarat coast at Bhogat in Jamnagar District. 24 Cores armoured OFC has been laid along the pipeline route to support Control & Telecommunication system. High OFC losses are experienced in approx. 40 km section in Gujarat region.

Cairn India Limited (CIL) intends to award contract to suitably experienced contractor for laying of new OFC in close vicinity of live pipeline for the section having high OFC losses. The laying of new OFC/replacement of existing OFC will be primarily carried through HDD and tractor trench method.

The scope of services would broadly consist of the following:

- Liaisoning with different authority / farmers for carrying out the OFC replacement activities.
- Trenching in Normal Soil / Hard Muram Soil / Soft rock / Mixed Soil of different strata using Tractor Trencher.
- HDD in Soft rock / Normal Soil stretch/ Mixed Soil of different strata & HDD in Hard rock stretch.
- Manual excavation at HDD Pits, within 1 meter of vicinity of pipelines & Cart Track Crossing etc...
- Supply, Installation & Laying of permanently solid lubricated HDPE telecom pipe / duct
- Back-filling of the Excavated Trench
- Supply & backfilling of Sand for pre-padding of rocky area prior to laying HDPE Ducts.
- Duct Integrity Test of the laid duct.
- Cable Blowing & Pulling.
- Supply & Fixing of man holes/ joint pits
- Earth Work Restoration on Pipeline ROU.

The contract shall mainly include callout services for Section wise rectification.

In view of the nature of the scope, Company shall be evaluating as a minimum based on the brief technical and commercial criteria:

1. Average Turnover in the immediately preceding two financial years should be 2 times the estimated average annual contract value.
2. Positive net worth of at least 20% of Annual Contract Value in each of the immediately preceding two (2) financial years.



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3. Minimum 3 years of experience in executing similar OFC Replacement / laying works.

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 (Project Manager/ Maintenance Manager /Head of Operations), 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. Details of resources available with contractor relevant to advertised EOI
4. Typical project planning and execution methodology.
5. Details of equipment owned by the company relevant to execution of advertised contract.
6. Details of capability to mobilize and commence work to meet CIL's schedule. The Contractor's experience in mobilizing on schedule should be clearly stated.
7. Details of Particular experience of providing Services in remote areas where rapid mobility and flexibility to accommodate CIL programme is paramount. Evidence supporting successful major operations in remote areas must be submitted.
8. Details of Management, Operating and Maintenance schemes with copies of certification
9. Intent to develop a close long term relationship with CIL.
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.
 - 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.



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- 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 Fourteen (14) days of publication of Expression of Interest.