



CAIRN INDIA LIMITED

**GLOBAL EXPRESSION OF INTEREST UNDER INTERNATIONAL COMPETITIVE BIDDING (ICB)
BASIS for Supply of Upstream Oil Field Chemicals and provision of
Technical Services at Ravva Oil and Gas facilities**

Cairn India Ltd. ("CIL") is the Operator of the Offshore **Ravva Oil and Gas Field (Ravva)**, on behalf of itself and its Joint Venture (JV) partners Oil and Natural Gas Corporation Limited (ONGC), Videocon Industries Limited (VIL) and Ravva Oil (Singapore) Pte Ltd. (ROS), located off the east coast of the state of Andhra Pradesh, India.

The scope of work/ services for this EOI is limited to works/services within the Ravva Block . The scope of work/ services would broadly consist of the following:

CIL is looking forward for suitable proposals from experienced production chemical suppliers (Indian and International both) for Supply of chemicals and provision of Chemical Management Services

1. Supply of consolidated chemicals for offshore and onshore terminal including corrosion inhibitors, Pour Point Depressant, demulsifiers, Oxygen scavenger, Biocides, scale inhibitors etc.
2. Storage and Inventory Management (vendor to supply storage/warehousing for all chemicals)
3. Logistics and Handling (from its base to point of usage at various locations, well pads, terminals, aquifers, pipeline etc)
4. Management of HSE aspects including maintaining MSDS database, developing contingency plans for handling
5. Chemical spills, recommending types of PPE have to be worn while handling the chemicals, incident reporting etc.
6. Review of dosing locations & suggesting the optimum locations , review of Cairn's chemical dosing system
7. Performance/effectiveness monitoring of chemicals & recommending optimum dosing rates
8. Collecting samples & setting up laboratory, procedures for Quality Control
9. Providing technical expertise to resolve production chemistry issues (both surface and sub-surface)
10. Providing requisite skilled & qualified manpower for managing the above.

CIL on behalf of the JV partners invites reputed Contractors (both Indian and International) with demonstrated HSE performance to express their interest to participate in pre-qualification as bidders and to participate in International Competitive Bidding Process ("ICB") process. In view of the nature of the scope, only those suppliers possessing the below requisite qualification as minimum should respond to this notice

Technical GO/ NO-GO Criteria :

1. Bidder shall have 5 years similar experience in providing CMS service and Supply of more than three different Production Chemicals with bundles approach (Supply + Services).

Financial Go / No – GO :

2. 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 are required.



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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 (GO / No-GO) will be used for evaluation of financial standing and the vendors shall submit the following for evaluation:

- a) Positive Net Worth in each of the immediately preceding two (02) financial years.
- b) TURNOVER - Turnover in each of the immediately preceding two (02) financial years
- c) Liquidity – Liquidity ratio in each of the preceding two financial years shall not be less than 0.6

Companies who are meeting above Technical and Financial GO/NO-GO Criteria are required to provide their responses against this EOI. Such Companies are also requested, as a minimum, to submit the following documents and details for pre-qualification:

1. Letter of interest clearly indicating the Project reference.
2. Detailed Company Information with Organisation structure, List of manpower with CVs (including technical services experts) of key personnel.
3. Details of completion or on-going similar based contracts in Oil & gas Field with remote field operation experience in the last five years under headings:
 - a) Brief scope of work demonstrating supply of chemicals and chemical management services
 - b) Value of work in INR / US\$
 - c) Contractual Duration (in months / Year)
 - d) Actual completion of Project
 - e) Clients name
 - f) Contact details of the Client (CIL may approach the client directly for the feedback)
 - g) Completion or credential letters
 - h) HSE statistics, LTI graph etc.
 - i) Blending Facilities and laboratory and dynamic simulation test beds
4. Typical logistics management system (custom clearance, necessary approvals & arrangements for transportation from initial place of manufacturing till designated client's place), inventory management including availability of interim warehouse, Project Planning and Execution methodology.
5. Spill Contingency plan - Bidder has to provide necessary expertise in handling chemical spills & necessary equipment's shall be provided by bidder in case of chemical spills.
6. Bidder has to demonstrate material safety Data management
7. Quality assurance & Quality control practices currently in place for the execution of similar work /services.
8. Bidder has to submit Valid HSE Manual, Policy, procedures. Bidder has to demonstrate the HSE policy related to Chemical handling from their blending facility to till the application
9. Quality Manual, Policy and Procedures details
10. Valid Quality Certifications / Accreditations
11. Valid HSE Certifications / Accreditations
12. LTI Track record for last 3 years (Hrs lost)
13. No. of Trained resources for HSE

The interested suppliers should evince interest to participate in EOI within 14 days of publication of Expression of



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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 i.e. **<http://www.cairnindia.com>** 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*.

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