

**GLOBAL EXPRESSION OF INTEREST (EOI)**  
**FOR PROVISION OF SERVICES (INCLUDING OPERATION & MAINTENANCE) OF QUICK PRODUCTION**  
**FACILITIES (QPF) ON RENTAL BASIS**

Cairn Oil & Gas, Vertical of Vedanta Limited, hereafter referred to as COMPANY, is the Operator on behalf of itself and Joint Venture (JV) partner Oil & Natural Gas Corporation (ONGC) Ltd., of the onshore block RJ-ON-90/1 (the "Block") located in Barmer and Jalore district, in the state of Rajasthan, India. The Block contains a number of major oil discoveries including the Mangala, Bhagyam, Aishwarya, Raageshwari and other fields.

COMPANY invites interested experienced suppliers/ manufacturers/ packagers (Indian and International both) for Provision of Services (including Operation & maintenance) of Quick Production Facilities on rental basis to produce Oil/ Gas from the existing and upcoming wells, with demonstrated HSE performance and proven credentials, to express their interest to participate in pre-qualification process under International Competitive Bidding("ICB").

COMPANY intends to install rental Quick Production Facilities units with O&M in Contractor's scope to bring well online through this QPF. The scheme for QPF consists of well fluid gathering and crude/gas stabilization, storage & loading to tankers, associated utilities. Company would be carrying out liquid evacuation through road tankers.

**The Scope of Work may broadly include the following:**

- Services including Installation supervision, pre-commissioning, commissioning. Operation and Maintenance of Quick Production Facilities as per functional specifications & all applicable standards. The Contractor shall also be carrying out Operation & Maintenance for the supplied packages under the duration of Contract.
- The Quick Production Facilities may broadly be capable to process Oil or natural gas
  - Well Hook up of producer wells
  - Facilities for separation of Oil, water, gas and condensate
  - Oil/ Water/ Condensate storage and loading set up incl. transfer pump.
  - Associated facilities such as venting system, firefighting facility etc.
  - Electrical and Instrument infrastructure for the facility along with necessary utilities
- Operations and Maintenance including infrastructure (such as operator's shed / cabin etc) required for the camp.
- Supply of all consumables required for smooth operation and maintenance of the QPF.
- Range of Oil may vary from 100-1000 bbls of Oil, 0-5 MMSCF of Gas and 0-1000 bbls water. (this may vary for every field)

**Specific Pre-Qualification Criteria (Go/No-Go Criteria):**

**Technical:**

- a) Interested party shall have supplied/ manufactured/ rented and operated (Operations & Maintenance) at least one Quick Production Facilities for Oil and/ or Gas in last 5 years.
- b) Interested Manufactures or Suppliers who do not have the experience in Operations and Maintenance but intend to participate with all inclusive scope (Supply and Operations & Maintenance) shall indicate any partners through consortium/other arrangements to meet the requisite experience and submit their interest for evaluation. In this

case, the interested party shall have supplied/ manufactured at least one Quick Production Facilities in last 5 years.

**Financial parameters to be considered for evaluation:**

- a. Positive net-worth in each of the immediately preceding two financial years
- b. 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 Ratio of not less than 0.60 in each of the immediately preceding two financial years

**Note:** In case, the Interested Party is in Consortium arrangement, then in such scenario:

- a) Consortium partner names/ arrangement with Lead Contractor name shall be defined and submitted.
- b) Any and/or All the members of the Consortium shall be evaluated by Company for technical criteria. For avoidance of doubt, it is clarified that in such arrangement, the Lead member should be coordinating and managing the entire Execution including Operation & Maintenance services during the duration of Contract.
- c) APPLICANTS are requested to submit company's financial performance documents (Audited Balance sheets, Profit and Loss Account & cash flow statement , Auditors Report and Notes to Accounts etc.) for last 2 (two) financial years.
- d) Additional points to be considered for evaluation of financial performance:
  - 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. In case of CONSORTIUM, the financials of the leader of the CONSORTIUM (in whose name the bid is submitted) will be evaluated.
  - iii. 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
  - iv. 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.
  - v. All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation

**Interested parties are requested, as a minimum, to submit the following documents and details:**

1. Letter of interest from interested party on their Letter Head.
2. Detailed contractor information clearly specifying years of experience in supply on rentals of similar packages, organization structure, list of manpower with CVs of key personnel including O&M personnel, Plant and machinery list mentioning year of manufacturing, support agencies and other facilities and resources

3. Details of similar Quick Production Facilities supplied on rentals in the last 03 years.
4. List of current ongoing contracts of similar nature under execution.
5. Project Execution & Management / Planning & Scheduling methodology
6. Demonstrate Technical and Managerial resource availability including engineering and procurement capabilities along with organogram and resource responsibility
7. Details of service centers in India / Asia / Far East to extend prompt after sales support
8. Health Safety and Environment (HSE) policies, HSE Safety Manual / Procedures, HSE Organogram in-line with internationally accepted practices and HSE performance statistics (LTIFR, FAR, MVAFR) for last five (3) years.
9. HSE certification / accreditation / safety award / reward / recognition received & past experience with Cairn
10. Quality Manual, Policies and Procedures, Quality organogram in line with internationally accepted practices along with list of quality trained resources and competency matrix
11. Copies of ISO certifications for ISO 9001, ISO 14001, OHSAS 18001, other statutory certification like DGMS, ASME U stamp, API etc.
12. Procedures/ Systems for subcontractors & vendors evaluation and appointment
13. Reference to demonstrate knowledge & capability for similar jobs under Indian Statutory and Regulatory requirements.
14. Details of litigations in last 3 years
15. Financial performance documents (Audited Balance sheets, Profit and Loss statements etc.) for last two (2) years.

EOI submission shall be complete with the above requested information.

The interested parties 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 website and submit their contact details online. Further to this, interested parties would be invited to submit their response via Smart Source (Cairn’s e-Sourcing Platform). The interested parties would be requested, as a minimum, to submit the above documents and details for prequalification via Smart Source within fourteen (14) days of date of publication of Expression of Interest.

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*Vedanta, a diversified natural resources company produces zinc – lead – silver, copper, iron ore, aluminium, oil & gas and commercial power, across four continents.*

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