



CAIRN INDIA LIMITED

GLOBAL EXPRESSION OF INTEREST (EOI) FOR PIPELINE COMMISSIONING SERVICES INCLUDING INERTISATION, CHEMICAL CLEANING, SUPPLY OF NITROGEN, CHEMICALS, AND SPECIAL EQUIPMENT DURING START-UP OF THE CRUDE OIL AND FUELGAS PIPELINES UNDER MANGALA DEVELOPMENT PIPELINE PROJECT FOR RJ-ON-90/1 BLOCK

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.

CIL has commissioned 590 km long pipeline of Crude oil and Fuel gas Pipelines, pumping stations, terminals and related facilities for the transportation of 1, 50,000 to 1, 75,000 barrels of crude oil per day from the upstream process terminal at the Mangala field to Salaya at Gujarat from where crude is supplied to Jamnagar Reliance and Essar refineries in Phase1. The pipeline now is being extended in Phase2 up to Bhogat terminal for exporting Crude oil to Coastal refineries.

The scope of work/ services would broadly consist of Pipeline Commissioning Services including supply of personnel, Nitrogen, chemicals like MEG, diesel, corrosion inhibitor, biocide chemicals, sealant gels, gel mixing, pumping equipment and ancillary equipment etc. to inertize, chemical cleaning and commission the 24” crude oil and 8” fuel gas pipeline sections prior to entry of crude oil and fuel gas respectively.

The MDPL Phase 2 consists of

- 24” x 66 km Crude oil pipeline from Salaya to the Bhogat Terminal
- 8” x 66 km Fuel gas pipeline from Salaya to the Bhogat Terminal
- 2x24” x 14km (28) km Crude oil export twin pipeline from Bhogat Terminal to the SPM on the Bhogat Off coast (Arabian Sea), Jamnagar District.

CIL on behalf of its joint venture partners invites reputed Contractors (both Indian and International) in commissioning of the pipelines services including Inertisation and chemical cleaning of Crude oil and fuel gas pipeline with exposure in Pig launchers and receivers 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 Companies meeting the following criteria as a minimum should respond to the EOI:

- Annual turnover of > / = INR 32 Crore or USD 6 Million in any of the last three years.
- Minimum of 3 years of recent experience in executing the similar project in commissioning of Pipeline Services including Inertisation, chemical cleaning with slug of MEG based sealant gel with biocide and slug of Diesel based sealant gel with corrosion inhibitor with series of pigs dealing with Oil and Gas Projects, exploration or refineries and Petrochemicals.
- Proven record of performance in executing at least 01 project of minimum INR 16 Crore/USD 3 Million ongoing or in past 05 years (or) 02 projects of minimum INR 8 Crore/USD 1.5 Million each in past 05 years or 03 Projects of minimum INR 6 Crore/USD 1 Million each in past 05 years.
- Should be profit earning firm/company for at least three preceding years.



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The interested suppliers should evince interest to participate in the Expression of Interest by clicking on the “Express Interest” link against the corresponding Eoi listing on the Cairn India website and submit their contact details online. Further to this, interested Contractors would be invited to submit their response via *Smart Source* (Cairn’s e Sourcing Platform). The Contractor would be requested, as a minimum, to submit the following documents and details for prequalification via *Smart Source*

1. Letter of interest to participate in the EOI (Expression of Interest) clearly indicating the project reference
2. Detail Company information with Organization structure, List of manpower with CV’s of key personnel, Parent company, Plant & machinery list mentioning year of manufacture, support agencies and other facilities and resources.
3. List/ Details of similar type of projects successfully executed in the last five years and similar projects/agreements currently under execution (with particular emphasis on projects carried out in Oil & Gas industry) under headings a) Brief scope of work, b) Value of work in INR/USD, c) Contractual duration, d) Actual completion of project, e) Client name, f) Contact details of client (CIL may approach the client directly for feedback), g) safety certification/inspection of plant and machineries, h) HSE statistics, LTI graph etc.
4. Typical project planning and execution methodology
5. List of all jobs under execution with the value of the job and percentage completion. (With particular emphasis on project of similar magnitude being carried out in oil and gas sector.
6. Experience of working in similar terrain
7. Details of equipment owned by the company relevant to execution of advertised contract
8. Details of capability to mobilise and commence work to meet CIL’s schedule. The Contractor’s experience in mobilising on schedule should be clearly stated.
9. Details of Particular experience of providing Services in remote areas where rapid mobility and flexibility to accommodate CIL’s programme is paramount. Evidence supporting successful major operations in remote areas must be submitted.
10. List of policies, procedures and quality assurance practices currently in place for the execution of similar work.
11. Health, Safety and Environment (HSE) policies, procedures, manual in line with internationally accepted practices and HSE statistics covering the last 3 years
12. 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
13. Copies of any additional certifications.
14. Copy of registration certificates (Labour law, EPF, Registration etc)
15. Company’s financial details for last 3 years (Including JV Partner’s financial , if proposed) i.e. Audited balance sheets, Profit and Loss Account & cash flow statement for last 3 years & following details separately.
 - a) Company Turnover based on last 3 audited/Financial statements.
 - b) Company’s Net Worth based on last 3 audited/Financial statements.
 - c) Working Capital based on last 3 audited/financial statements.
 - d) State the banker’s name, address and Solvency certificate from bank indicating the credibility limit in financial terms

The interested suppliers should evince interest to participate in EOI within 10 days of publication of Expression of Interest.