



## **CAIRN ENERGY INDIA PTY LIMITED**

(Incorporated in New South Wales, Australia – ACN 002 066 784)

### **GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE BIDDING (ICB) BASIS FOR SUPPLY OF HYDRAULICALLY OPERATED OFFHORE CRANE WITH TELESCOPIC BOOM FOR UNMANNED WELLHEAD PLATFORM**

Cairn Energy India Pty Ltd (CEIL) is the Operator of the Ravva offshore block located on the east coast of India. CEIL seeks Expression of Interest under International Competitive Bidding Process (“ICB”) from suitably experienced Suppliers (Indian and International both) who wish to receive bids for Supply of Hydraulically Operated Crane.

To this effect CEIL seeks Expressions of Interest (EOI) for below mentioned Lump-sum job -

#### **I. Scope of Supply :**

Cairn Energy India Pty Ltd is the operator of Ravva Oil & Gas Field in the East- Godavari district of Andhra Pradesh. Ravva field contains 8 un-manned wellhead platforms, which are connected to the on-shore terminal through pipelines. Produced fluids are processed at the on-shore terminal.

The Scope of Work for this EOI is consist of:

- a. Design, manufacturing & supply of an offshore crane within a range of 12MT to 20MT (dynamic) load with 60ft telescopic boom. Design of crane shall be as per API RP-2C.
- b. Standalone diesel operated prime mover for hydraulic power with hydraulic start motor.
- c. Design and provision of operating console on the pedestal itself.
- d. Design, manufacturing and supply of suitable pedestal for installation of crane on one of the jacket leg.
- e. Testing, painting and transportation of crane.

CEIL seeks Expression Of Interest (EOI) from reputed Suppliers with proven quality and delivery capability for supply of offshore cranes. Such reputed and capable Suppliers are requested to respond to this EOI to meet business objectives.

The Companies are requested, as a minimum, to submit the following documents and details which will serve as techno-commercial EOI qualification criteria:

1. HSE Systems:
  - a. Statistics for all projects executed in last 5 years
  - b. HSE Manual/Policy
  - c. Project specific HSE Plan for similar project
  
2. Letter of interest with detailed company information as follows:
  - a. State the name of the parent Company
  - b. State the name/address/phone/e-mail of the company that would execute the Contract
  - c. If a Joint Venture to be proposed, state the name/address/phone/e-mail of all Joint Venture partners
  - d. Organization structure and strength
  - e. Installation & Commissioning Organization Structure
  - f. Size of Departments
  - g. Procurement system & procedure
  - h. Material Control System
  - i. Supply Chain Management System & procedures
  
3. Company's financial performance documents (including JV partner's financials, if proposed) i.e. Audited Balance Sheets, Profit and Loss Account & Cash Flow Statement for the last 3 years & following details separately;
  - a. Company turnover based on last 3 audited/Financial statements. Bidder total turnover shall be at least US \$ 1.5 MM in all last three financial years. (i.e. 2010-11, 2009-10, 2008-09).
  - b. Bidder must have executed a single contract value of US \$ 0.8 million or more during each of the last Three financial years (i.e. 2010-11, 2009-10, 2008-09) for similar jobs.
  - c. Bidder must have supplied at least four cranes of similar size & design during each of the last three financial years (i.e. 2010-11, 2009-10, 2008-09).
  - d. Company's Net Worth based on last 3 audited/Financial statement
  - e. Return on Equity based on lasts 3 audited/Financial statement
  - f. Working Capital based on last 3 audited/Financial statement
  - g. State the banker's name, address and Solvency certificate from the bank indicating the credibility limit in financial terms

4. Experience

- a. Vendor must have supplied cranes in past to some (three to four) of renowned clients in the field of upstream Oil & Gas.
- b. Vendor shall have minimum of 5 years experience in supplying offshore cranes.
- c. Vendor must provide lists of PO/Contracts where similar offshore cranes were supplied earlier.
- d. Vendor shall demonstrate its ability to deliver complete job scope including designing, manufacturing, testing, painting, transporting & commissioning of offshore cranes.
- e. Details of current commitments and availability of spare capacity in next one year.

5. Quality Systems:

- a. Bidder shall have ISO9001 certification for their manufacturing & service facilities and a Copy of current ISO Certificate to be provided along with EOI
- b. Certification of the companies QA system shall be by an accredited certification body
- c. QMS of the Company
- d. Bidder shall have availability of latest manufacturing & testing facilities.
- e. Vendor shall demonstrate the quality of Design & Robustness of equipments to be supplied

6. Delivery Period

- a. Delivery Period shall be less than 24 weeks. Vendor shall confirm the delivery period in their Expression of Interest.

The envelope should be subscribed with “Reference No. CEIL/PSCM/EOI/Supply of Offshore Crane/ Ravva/EOI#1000025191” All information and documentation shall be provided at address below within 14 days of publication of this EOI by e-mail as attached PDF file and hard copies via courier to:

Director – P&SCM  
Cairn Energy India Pty Ltd  
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