



**CAIRN ENERGY INDIA PTY LIMITED**

(Incorporated in New South Wales, Australia ACN 002066784)

**EXPRESSION OF INTEREST (EOI) FOR PROVISION  
OF SECURITY SERVICES FOR PIPELINE FROM BARMER IN RAJASTHAN  
TO SALAYA IN GUJARAT- 2012-2015 UNDER NATIONAL  
COMPETITIVE BIDDING UNDER MANGALA DEVELOPMENT PIPELINE  
OPERATION**

**PART A: Introduction and Scope**

1. Cairn Energy India Pty Limited, "CEIL" is the Operator on behalf of Joint Venture partners CEHL, Cairn Energy Hydrocarbons Limited and ONGC, in the State of Gujarat and Rajasthan of Block RJ/ON/90-1. Cairn India through CEIL has decided to pursue sourcing options and seeks expression of interest from suitable contractors for providing general guarding /security services and specialized beat patrol services for its oil and gas pipeline( passing through 2 States and 232 Villages), 36 Above Ground Installations (AGIs) ,2 spur lines in Rajasthan and Gujarat , Terminals at Radhanpur and Viramgam , and four offices in Sanchor , Gandhinagar ,Jamnagar and Rajkot . The Pipeline Project encompasses a main 24" Oil Export Pipeline and a 8" Gas Pipeline of approximately 700 Km length 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 the downstream storage Terminal on the Gujarat Coast at Bhogat, in Jamnagar District. A sophisticated monitoring system comprising PTZ cameras , Intrusion Detection system, Control Room and Personal Tracking system is in place ,which is also required to be manned by security personnel. CEIL intends to pre qualify contractors to include reputed companies for issue of the tenders through this EOI. The broad scope of work includes static guarding ,patrolling and monitoring of the Pipeline.

2. The core Security Managerial staff will be from CEIL. The competitive bidding system will be followed for allotting selected stretches/spreads of pipeline /terminals and Beat patrol to the vendor .

3. The following category of security personnel /services will be required:

- Guards both Ex servicemen /civil category.
- Supervisors (Ex servicemen category only)
- Assistant Security Officer (ASO) (Ex servicemen category only)
- Assignment Managers/Site Mgrs/Beat Patrol Master . (Ex servicemen category only)
- 4Wheel Drive light vehicles for approx kilometer run of 100 to 110 Kms run per day in case of General Security Services and @ 160-180 Km run per day in case of Beat Patrol .
- Tracker dogs( for beat patrol services)
- Computer monitor operators /surveillance operators to man control rooms.
- Operational clusters for residential purpose on hire.
- Vehicles for QRT and beat patrol on hire.
- Vehicle Tracking system (VTS) and Personal Tracking system (PTS).(will be provided by CEIL)

4. Vendor may submit bid for the preferred “spreads” or segments comprising approximately 220 Km of Pipeline each ,along the Pipeline (hereafter referred to as General Security Service) and the” Beat Patrol” (hereafter referred to as Beat patrol Services )for exclusive monitoring role separately ,The relative priority / preference of the spreads and Beat Patrol may be indicated by shortlisted vendors , in response to the tender. The exact composition of spreads and manpower details will be provided in the tender documents to the shortlisted vendors. Each commercially qualified contractor will be finally be awarded only one pipeline spread/Beat Patrol contract ,along the pipeline in accordance with Cairn risk mitigation policy. The individual Pipeline spreads are three/four in number and manpower varies from approximately 70 in case of Beat Patrol, to an average of 150 to 180 per Pipeline Spread .Vendor had been qualified for the long term security contract at SBPL/Bhogat Terminal will not be eligible for the award of Contract for Beat Patrol/Pipeline spread ,as per Cairn risk mitigation policy.

5. Provision of additional guards/supervisors for specific short term requirement such as guarding of excavation sites, ROU facilitation special escorts etc and any emergent requirement as identified by Cairn from time to time up to 5 % additional manpower would also be in scope.

6. Only those contractors who are properly registered in accordance with Private Security (Regulations) Act, 2005 and comply with all the requirements given below should respond to this notice. Contract shall be for a period of three years subject to annual review and termination at short notice in case of breach or inadequate performance .Minimum turnover for the vendors bidding for the Pipeline spreads or “General Security Services “ should be more than 10 Crores INR annually with annual value of at least one Single Order in last three Financial Years more than 4 Crores INR. In case of Beat Patrol the turnover of bidder should be at least 4 Crores INR, annually. CEIL seeks expression of interest (EOI) from suitably experienced Security contractors, for the work for which he should have the following capabilities with respect to both the Beat Patrol services and the General security Services :

- Reputed with proper registration and in possession of valid updated licenses ie fully compliant in terms of labour laws etc and PSARA in particular..
- Having adequate experience in providing industrial security .
- Have maximum professional security specialists (Ex defence, police, CISF) on their panel as indirect employees/management staff and the third party guards . preferably with focus on oil & gas sector with 25 % ex servicemen. All supervisory staff will be Ex servicemen only.
- Capability to provide maximum ex-servicemen and civilians from local areas as per company policy with extensive demonstrated knowledge of existing environmental conditions.
- Previous experience in handling security operations in typical pipeline based Oil and Gas, environment and ability to handle and integrate long distance surveillance and security systems and operations.
- Ability to develop logistics capability for security services, patrolling and quick reaction teams integrated with the static grid.
- Sufficient resources (financial & manpower) with professional management, organization and business support to deliver the required services.
- Good / demonstrated knowledge of local conditions/environment prevailing in the area of operations.
- Commitment and capability to adhere to company’s high standards of health, safety , security and environment.

- Have a training facility and a formal syllabus for the training of the guards etc.
- Commitment to provide good working conditions for the guard force Ability to ramp up additional quantity of manpower on emergent basis at short notice to ensure peak performance
- Ability to provide vehicle based beat patrol services along the pipeline length to ensure cross monitoring /alert performance and high operational efficiency.
- Vendors must have a robust organizational structure to support the deployment at all times .
- In case of beat patrol services prior experience will be given due weightage.

**PART B :Qualifications / Requirements for Security Services for Spread 1 to Spread 3 :**

**7. General Security Services (Pipeline Spreads)**

**General Requirements**

**Letter of Interest with detailed Company information as under:**

- a. Name of the parent Company/proprietor.
- b. Name, Address, Phone, E-mail of the company that would execute the Contract.

**8 Financial Requirements**

**Company's Financial Performance Documents , i.e. Audited Balance Sheets, Profit and Loss Account & Cash Flow Statements for the last 3 years & following details required separately:**

- a. Minimum Turnover of Company should be Rs 10 Crore in any of last Three Financial Years.
- b. Single Order in any of last three Financial Years executed must be Rs 4 Crores. Furnish copy of one such contract with value in excess of Rs 4 crores for verification duly signed by client.
- c. Company's Net Worth based on last 3 audited Financial statements.
- d. Working Capital based on last 3 audited Financial statements.
- e. Banker's name, Address and preferably a Solvency certificate from the bank indicating the credibility limit in financial terms.

**9 Technical Requirements**

**9.1 O and G /Petrochemical /Metal and Mining Experience /Contracts :**

- a. Lists of Projects in Oil and Gas environment currently under execution in India or abroad with specific reference to Pipeline security environment.(Not more than 5)
- b. List of Metals /Mining security contracts separately with values and contact particulars .(Not more than 10)
- c. Enclose copy of contract with signatures of both parties and contact numbers of clients. ( in CD ).
- d. In case of rate contract the annual value along with manpower must be clearly brought out for ease of evaluation.

**9.2 Number of High Value Security Contracts:**

- a. List the number of individual Pan India Contracts with yearly value in excess of 2 Crores INR .
- b. The Copy of such contracts be enclosed duly signed by both parties(contract copies of **maximum 15 such contracts** ,be enclosed in CD).
- c. Contact details of the client interface including email id Mobile and land line number be enclosed. In case of rate contract the annual value along with manpower must be clearly brought out for ease of evaluation.

**9.3 List of single Point/Installation deployment /contracts wherein guarding manpower in excess of 30 per day is deployed in Gujarat and Rajasthan.**

- a. Enclose summarised list with client contact numbers and manpower summary category wise.
- b. Industry details and location be mentioned.
- c. Enclose contract copies of maximum 15 such clients in CD.

**9.4 List of Pipeline based dispersed deployment /contracts or similar contracts in India in dispersed locations such as Communication Tower etc wherein guarding manpower in excess of 150 (ie 50x 3shifts per day)is deployed .**

- a. Enclose summarised list with client contact numbers
- b. Industry details and location be mentioned.
- c. Enclose contract copies of maximum 15 such clients in CD.
- d. The number of security personnel deployed must be evident from the contract or enclose client certificate to that effect .

**9.5 Statutory Compliance .**Enclose the copy of statutory and additional affiliations/certifications as under duly stamped and signed off by Regional Mgr .

- a. Registration under Shops and Establishment Act.
- b. Valid PSARA for both Gujarat and /Rajasthan.
- c. PF
- d. ESI
- e. Service tax registration certificate

**9.6 Escalation Matrix and Organogram**

- a. Define escalation matrix up to Chief Executive Officer (CEO) level with contact numbers and location in case of requirement of Cairn to interact with senior operations management in hierarchy.
- b. Include details of organogram /hierarchy up to regional level.

**9.7 Number of Branch Offices/Regional Offices in Gujarat and Rajasthan;**

- a. Summary of Branch Offices/Regional Offices in Gujarat and Rajasthan to be provided with full address /contact numbers/email id and District.

- b. Provide the Registration details of the Branches/Regional offices and enclose photocopy of the registration of the establishment/Office .

**9.8 Regional Office/ Branch Organization and Staffing in Rajasthan and Gujarat.**

- a. Provide broad staffing details of the Regional Office/Branch offices in Rajasthan and Gujarat District..
- b. Provide organ gram of the Branches/Regional Offices and contact numbers.

**9.9 Training Facilities in Gujarat/Rajasthan**

Provide full details and address/contact numbers of the training facilities in Gujarat/Rajasthan only and capacity.

- a. Furnish the details of the training being imparted along with syllabus.
- c. Provide composition of the Training Team and qualifications.
- d. Enclose photo of training facility and Team.
- e. Enunciate training policy.

**9.10 Ex Servicemen on Rolls in Gujarat/Rajasthan /Maharashtra**

- a. Provide nominal roll and present employment of Ex servicemen employed in Gujarat /Rajasthan /Maharashtra with discharge book numbers, contact numbers and client /interface details and location where serving .

**PART C :Qualifications / Requirements for Beat Patrol :**

Vendors are expected to respond with following details:

**10 General Requirements**

**Letter of Interest with detailed Company information as under:**

- a. Name of the parent Company/proprietor.
- b. Name, Address, Phone, E-mail of the company that would execute the Contract.

**11 Financial Requirements**

**Company's Financial Performance Documents , i.e. Audited Balance Sheets, Profit and Loss Account & Cash Flow Statements for the last 3 years & following details required separately:**

- a. Minimum Turnover of Company should be Rs 4 Crore in any of last Three Financial Years.
- b. Company's Net Worth based on last 3 audited financial statements.
- c. Working Capital based on last 3 audited financial statements.
- d. Banker's name, Address and preferably a Solvency certificate from the bank indicating the credibility limit in financial terms.

## **12 Technical requirements**

### **12.1 Oil and Gas /Petrochemical /Metal and Mining Experience /contracts :**

- a Lists of Projects in Oil and Gas environment currently under execution in India or abroad with specific reference to Pipeline security environment.(Not more than 5)
- b List of Metals /Mining contracts separately with values and contact particulars . (Not more than 5)
- c Enclose copy of contract with signatures of both parties and contact numbers of clients. ( in CD )

### **12.2 Number of High Value Security Contracts:**

- a. List the number of individual Pan India Contracts with annual value in excess of 1(One) Crores INR .
- b. The Copy of such contracts be enclosed duly signed by both parties(contract copies of **maximum 10 such contracts** ,be enclosed in CD).
- c. Contact details of the client interface including email id Mobile and land line number be enclosed.

### **12.3 List of Projects/ assignments wherein Beat Patrol activity across a wide geographical expanse as a single contract is being performed**

- a Enclose summarised list with client contact numbers
- b Industry details and location be mentioned.
- c Enclose contract copies of maximum 15 such clients in CD
- d Include brief note on type of activity being performed. and expertise which can be provided for Cairn to perform surveillance and monitoring duties

### **12.4 List of Projects/ assignments wherein Beat Patrol activity is being performed**

- a. Enclose summarised list with client contact numbers
- b. Industry details and location be mentioned.
- c Enclose contract copies of maximum 15 such clients in CD
- d Include brief note on type of activity being performed.
- e Amplify type of expertise which can be provided for Cairn to perform surveillance and monitoring duties

### **12.5 Statutory Compliance .Enclose the copy of statutory and additional affiliations/certifications as under duly stamped and signed off by Regional Mgr .**

- a Registration under Shops and Establishment Act.
- b PF
- c ESI
- d Valid PSARA for both Gujarat and /Rajasthan
- j Service tax registration .

**12.6 Escalation Matrix and Organogram**

- a Define escalation matrix up to Chief Executive Officer (CEO) level with contact numbers and location in case of requirement of Cairn to interact with senior operations management in hierarchy.
- b Include details of organ gram/hierarchy up to regional level.

**12.7 Number of Branch Offices/Regional Offices in Gujarat and Rajasthan;**

- a Summary of Branch Offices/Regional Offices in Gujarat and Rajasthan to be provided with full address /contact numbers/email id and District.
- b Provide the Registration details of the Branches/Regional offices and enclose photocopy of the registration of the establishment/Office .

**12.8 Regional Office/ Branch Organization and Staffing in Rajasthan and Gujarat.**

- a Provide broad staffing details of the Regional Office/Branch offices in Rajasthan and Gujarat District..
- b Provide organ gram of the Branches/Regional Offices and contact numbers.

**12.9 Training Facilities in Gujarat/Rajasthan/Maharashtra**

- a. Provide full details and address/contact numbers of the training facilities in Gujarat/Rajasthan only and capacity.
- b. Furnish the details of the training being imparted along with syllabus.
- d. Provide composition of the Training Team and qualifications.
- d Enclose photo of training facility and Team.
- e Enunciate training policy.

**12.10 Presence in Gujarat/Rajasthan**

- a Provide nominal roll of individual contracts having point deployment of 30 or more security personnel deployed per day in Gujarat/Rajasthan with manpower deployed details/industry number of guards, contract value and contact number /email id of client interface.

**12.11 Ex Servicemen on Rolls in Gujarat/Rajasthan**

- a Provide nominal roll and present employment of Ex servicemen employed in Gujarat /Rajasthan with discharge book numbers, contact numbers and client interface details and location where deployed.

**Part D:Submission of Information**

**13** All above documents/submissions in respect of General security services and Beat Patrol as per Part B and Part C to be notarized before submission and attested by Regional Mgr of

vendor . Furnishing of false /incorrect information will make vendor liable for disqualification /termination of contract if detected at any stage. The above information be summarized in Power point not exceeding 10 to 12 slides be submitted in CD also. Details of only current and valid contracts be submitted as relevant in the listed requirements above. Incomplete information will invite disqualification.

**14** Interested contractors who can fulfill above criteria mentioned in Part B and Part C may submit their response including the details, in writing within 10 days of publication of the notice in the newspaper under two separate responses ie “General Security Services “and “Beat Patrol Services ” as applicable.

**15.** The envelope of the response to EOI should be subscribed with “**Reference No. CEIL/PSCM/EO/PIPELINE SECURITY SERVICES /1000024556**”.In addition the vendors must indicate in Red letters on the envelop and in the first page of the Bid documents the subject of interest with reference to the Spread ie “GENERAL SECURITY SERVICES” or “BEAT PATROL SERVICES ” as applicable -All information and documentation shall be provided at address below within 10 days of publication of this EOI by e-mail, as attached PDF file and via courier to:

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