



CAIRN INDIA LIMITED

GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE BIDDING PROCESS FOR PROVISION OF HEATER STRING SPOOLER & HOT OILER SERVICES FOR RJ-ON-90/1 ONSHORE BLOCK IN INDIA

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.

The scope of work/ services for this Eoi is limited to works/services within the Cairn onshore **RJ-ON-90/1** block. The scope of work/ services would broadly consist of the following:

Requirement

Heater string spooler will be deployed on completion and workover rig to run / pull out heater string. The heater string is run alongside the production tubing. It is nothing but 1” OR 1.5” Coiled Tubing which will be supplied by the Company.

Hot oiler unit will be required to heat well fluids prior to pumping in the wells.

Below are services required under this tender:

- Trailer Mounted Coiled tubing spooler , Power pack & Goose Neck to run heater string (1” & 1.5” CT)
- Hot oiler package to heat completion fluids / well fluids
- Personnel to operate spooler & hot oiler

Services are required in the field by Q4 2013.

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. Only those Contractors who can comply with all of the following and can, by their submission, demonstrate a successful track record, listing previous projects and current key clients who may be approached, in each of the areas below should respond to this Notice.

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 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*

1. Letter of interest clearly indicating the Project reference
2. Detailed Company Information with Organisation structure, List of manpower with CVs of key personnel, Plant and Machinery list mentioning year of manufacturing, Support agencies and other facilities & resources.
3. Details of completion of similar type of projects in the last five years under headings:
 - a) Brief scope of work b) Value of work in INR c) Contractual Duration d) Actual completion of Project
 - e) Clients name f) Contact details of the Client (CIL may approach the client directly for the feedback) g) Safety Certification / Inspection of plant and machineries h) HSE statistics, LTI graph etc.



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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 carried out in Oil and Gas Sector)
6. Experience of working in similar terrain.
7. HSE policy and implementation procedures in line with internationally accepted practices with statistics for last four years.
8. Quality assurance & Quality control practices currently in place for the execution of similar work /services.
9. 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. 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 will be used for evaluation of financial standing and the vendors not meeting any of the criteria shall be disqualified from the bidding process –
 - a. Positive net-worth of estimated United States Dollar (USD) Four Hundred and Fifty Thousand in each of the immediately preceding two financial years.
 - b. Annual Average turnover in each of the immediately preceding two financial years estimated to be United States Dollar (USD) Four Million and Fifty Thousand.
 - c. Liquidity ratio in each of the preceding two financial years shall not be less than 0.75

Also, note -

- 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. However, consortium partner's financials can also be considered subject to submission of corporate guarantee by consortium partner. This should be clearly mentioned in the EOI response.
- 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.

All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation

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