

EXPRESSION OF INTEREST (EOI) UNDER NATIONAL COMPETITIVE BIDDING (NCB) FOR OPERATIONS AND MAINTENANCE SUPPORT SERVICES AT ANDHRA PRADESH AND GUJARAT, INDIA

Cairn, Oil & Gas vertical of Vedanta Limited (Cairn India Limited now Merged with Vedanta Ltd) is the Operator of the Offshore Ravva Oil and Gas Field (Ravva, Andhra Pradesh) and CB/OS-2 block (Gujarat) on behalf of itself and its Joint Venture (JV) partners.

Cairn on behalf of the JV partners invites reputed Indian Contractors to express their interest to participate in pre-qualification as bidders and to participate in National Competitive Bidding Process (NCB) for Hiring of Operations and Maintenance Manpower Services for On-Shore and Offshore Installations at Andhra Pradesh and Gujarat, India.

Cairn intends to avail the services of Operations and Maintenance Manpower Service Providers to carry out Operations and Maintenance Support of its installations for a long term basis.

Only Interested parties meeting following criteria should respond to this EoI:

- ❖ Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average contract value.
- ❖ Positive net worth in each of the immediately preceding two financial years.
- ❖ Liquidity ratio in each of the preceding 2 financial years shall not be less than 0.60
- ❖ Possessing minimum 05 years of experience of providing maintenance support services for large Oil & Gas/Refinery/Petrochemical/ Fertilizer/ Power Plant.
- ❖ Possessing 'Zero Fatality' record in last 03 years.

Bidders are requested to submit the following pre-qualification documents as a minimum:

- ❖ List of Top High Value Long Term O&M Services Contracts of similar scope executed in the last 05 years along with a copy of the those contracts.
- ❖ On record completion certificate / performance certificate from customers in large Oil & Gas / Refinery/ Petrochemical complex etc. in past 05 years.
- ❖ Reference list from customers.
- ❖ Track records of working in remote offshore & onshore locations.
- ❖ Complete details of Organization Structure/ Management Organization Chart including Technical/ Managerial Resource Capability.
- ❖ Organisational structure with specific emphasis to source competent technical personnel to provide fabrication and operations support services.
- ❖ Availability of spare capacity of manpower and ability to supply within required period.
- ❖ Knowledge & demonstrated capability for similar jobs under Indian Statutory and Regulatory requirements.
- ❖ Resource base in India.
- ❖ Fatality Record in last 03 years.
- ❖ LTI Track record for last 3 years (Hrs lost)
- ❖ Health, Safety and Environment (HSE) manual, policies and procedures.
- ❖ Valid HSE Certificates (ISO 14001/ OHSAS:18001)/ Accreditations
- ❖ Quality Manual, policy and procedures
- ❖ Valid Quality Certifications / Accreditations
- ❖ 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.

Also note

- ❖ 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.
- ❖ 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.
- ❖ 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.
- ❖ 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 the Expression of Interest by clicking on the **"Evince Interest"** link against the corresponding EOI listing on the Cairn India website i.e. <http://www.cairnindia.com> 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 interested parties should evince their interest to participate in EOI within 14 days of this publication of seeking expression of Interest.