



CAIRN INDIA LIMITED

GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE BIDDING (ICB) FOR PROVISION OF SPM TERMINAL OPERATIONS AT RAVVA BLOCK

Cairn India Limited ("CIL"), is the Operator of the Offshore **Ravva Oil and Gas Field (Ravva)** on behalf of itself and its Joint Venture (JV) partners - Oil and Natural Gas Corporation Limited (ONGC), Videocon Industries Limited (VIL) and Ravva Oil (Singapore) Pte Ltd. (ROS), located off the east coast of the state of Andhra Pradesh, India.

CIL on behalf of the JV partners invites reputed contractors (both Indian and International) to express their interest to participate in pre-qualification as bidders and to participate in International Competitive Bidding Process (ICB) Services of SPM Terminal Operations at Ravva.

CIL intends to avail the services of SPM terminal operators to carry out tanker mooring, loading, Un-mooring operations & routine maintenance of SPM for a long term basis. This shall include the services of following:

1. Pull Back Tug (Age not more than 20 years as on Oct 2019)
2. Line Boat (Age not more than 20 years as on Oct 2019)
3. Mooring Master
4. Asst. Mooring Master
5. Divers

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 Ownership of minimum two vessels built after Oct 1999
- ❖ Possessing ISM Compliance – DOC for the type of vessel being hired (Pull Back Tug & Line Boat)

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

- ❖ List of SPM Terminal Operations contracts and time period of those contracts which have been executed or being executed by the bidder.
- ❖ List of clients for whom bidder has executed / is presently executing SPM Terminal Operations contract
- ❖ Experience of the bidder in for SPM Terminal Operations for Oil & Gas industry
- ❖ Availability of bidder's Technical / Managerial functions in India to support SPM Terminal Operations
- ❖ Bidder's organisational structure with specific emphasis on Mooring Master, Assistant Mooring Master, Divers etc.
- ❖ Pull Back Tug (45 Ton BHP) and Line Boat (450 BHP) availability to support SPM terminal operations.
- ❖ Health, Safety and Environment (HSE) manual, policies and procedures.
- ❖ Quality Manual, policy and procedures
- ❖ Valid Quality Certifications / Accreditations
- ❖ LTI Track record for last 3 years (Hrs lost)



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- ❖ 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.