



## **CAIRN INDIA LIMITED**

(Incorporated in Mumbai, India – U11101MH2006PLC163934)

Regd. Office: 1st Floor, Wing “C” Unit No.103, Wing-2 Corporate Avenue Chakala, Andheri (East) Mumbai 400093, India,

Telephone: +91 22 40902613, Facsimile: +91 22 40902633, Website: [www.cairnindia.com](http://www.cairnindia.com)

### **(INTERNATIONAL COMPETITIVE BIDDING)**

#### **GLOBAL EXPRESSION OF INTEREST (EOI) FOR FEASIBILITY & CONCEPT STUDY FOR SURFACE FACILITIES FOR ASP FLOOD DEVELOPMENT FOR RAJASTHAN BLOCK**

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 and various other discoveries which would be developed over a period of time. The ‘Expression of Interest’ is sought for developments in Rajasthan Block, where Cairn India Ltd (CIL) is the Operator.

CIL intends to implement Alkali, Surfactant and Polymer (ASP) flood in Mangala in phased manner, which is currently under polymer flood (CEOR). The maximum ASP solution injection volume will be approximately 400,000 bbl/d.

Hence, CIL on behalf of its joint venture partner’s invites interested bidders (Indian and International) with demonstrated Technical capabilities & HSE performance to express their interest, with the pre-qualification documents, to participate in an International Competitive Bidding Process (ICB) for Concept Study for Surface Facilities for ASP flood development in Rajasthan field.

#### **Study Elements**

The concept study for technology screening & evaluation shall be carried out for the following elements:

- a) Water Softening for ASP Solution Preparation and injection
- b) Alkali Surfactant and Polymer Mixing & Well Pad dosing/injection
- c) Back Produced Fluid separation
- d) Produced water treatment
- e) Material Of Construction

The key activities and deliverables in the Scope of work, as minimum are defined below:

#### **Activities**

1. Prediction of Back-produced fluid properties based on Lab simulation, benchmarking etc.
2. Best Available Technology (BAT) analysis for each of the elements / concept blocks mentioned above

3. Analysis of existing facilities and recommend mitigation/upgrade measures
4. Analysis of chemical handling requirement (alkali, surfactant and polymer) and also analyze the options for handling / disposing effluents generated in any of the elements stated above

### **Deliverables**

The following will be the deliverables, as minimum,

1. Concept Screening & Selection Report (including details of all options evaluated for each element with the respective pros & cons and final option recommendation)
2. Recommendation on effluent handling and disposal & Material of construction (can be part of concept report)
3. High Level Capex estimation
4. Process Flow Diagram, HMB, preliminary layouts etc. for the selected option

### **Specific Pre – Qualification Criteria**

#### **Technical**

- 1) Bidder and/or its sub-contractors should have experience in carrying out feasibility/Conceptual study for surface facility for softening of water containing oil droplets, separation of micro-emulsion in back produced production fluid and produced water treatment for re-injection for ASP development in onshore or offshore oil fields in the last 10 years
- 2) Bidder and/or its sub-contractors should have experience in carrying out feasibility/Conceptual study for surface facility for ASP mixing facility and well pad dosing, including handling of non-newtonian fluids, for ASP or Polymer EOR development in onshore or offshore oil & gas field in the last 10 years

In case the bidder doesn't have required experience in one or more study elements mentioned above, the bidder to provide the details of sub – contractor it intends to engage for the respective study element.

#### **Financial**

- a. Net Worth: Positive net-worth in each of the immediately preceding two financial years
- b. Turnover: Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value

### **The Bidder is requested, as a minimum, to submit the following documents and details:**

1. Letter of interest from the bidder on their Letter Head clearly stating the EOI reference
2. Detailed company information including office details, Number of current personnel on discipline basis as well as the CV's of the key nominated personnel for all disciplines who would be assigned to this work. Also details of organizational chart / structure, support agencies and other facilities and resources.
3. Execution strategy for the project with the details of subcontracting for any element.

4. The details of similar studies for each of the concept block identified in upstream Oil & gas projects in last (10) years. The past experience shall be tabulated with following information as a minimum:-
  - a) Name of the Project
  - b) Brief Scope of Work
  - c) Name of the Client
  - d) Contact details of the Client ( CIL may approach the client directly for the feedback)
  - e) Month/Year of Award
  - f) Month/Year of Completion
  - g) Study Duration
  - h) Geographical Location
  - i) Contract Value in USD
  - j) Copies of Letter of Award & Completion Certificates

**Only the completed projects, on or before Eol submission date shall be considered for evaluation**

If the bidder intends to sub – contract specialized agency/subject matter experts for one or more defined elements of the study, then the specialized agency/expert's scope of work must be categorically identified in the bid proposal. The bidder need to check and ensure that the proposed agency/subject matter expert must have past experience of performing feasibility/concept study for the respective item. The bidder shall submit the details as defined in the point 2, 3 and 4 above.

5. Details of lab facilities /equipment the bidder intend to use for the study and location from where the work is intended to be carried out
6. Details of In-house Resources / Alliance Partnership with other consultants /Software / Tech support Availability.
7. Copies of ISO certifications for ISO 9001, EMS 14001, OHSAS 18001 etc.
8. Copies of Quality certifications
9. Company's financial performance documents (Published Annual Report comprising Audited Balance sheets and Profit and Loss statements , Auditors Report and Notes to Accounts etc.) for last 2 (two) years. Latest audited financial statements should be provided but in no event should be older than 12 months on the date of Expression of interest (Eol).

Also, note -

  - i. Normally standalone financials of the bidding entity will be considered. However, if available, consolidated financials at the group level can be considered.
  - ii. Parent company or Affiliate's financials can be considered, subject to submission of Parent/ Affiliate company guarantee as per CIL's format.

- 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. All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation
- iv. If Consultant is submitting unaudited statements as there is no audit requirements in the country of residence, then the financials should 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.

The interested Contractors 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 Contractor s would be invited to submit their response via Smart Source (Cairn's e Sourcing Platform). The Contractor s would be requested, as a minimum, to submit the above documents and details for prequalification via Smart Source within Fourteen (14) days of publication of Expression of Interest.