



CAIRN ENERGY INDIA PTY LIMITED

(Incorporated in New South Wales, Australia – ACN 002 066 784)

GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE BIDDING (ICB) BASIS FOR DESIGN, MODIFICATION, FABRICATION, INSPECTION & TESTING, PAINTING, PACKAGING, SUPPLY AND COMMISSIONING OF WATER SEPARATION & TREATMENT PACKAGE AT UNMANNED WELLHEAD PLATFORM

Cairn Energy India Pty Ltd (CEIL) is the Operator of the Ravva offshore block located on the east coast of India. CEIL seeks Expression of Interest under International Competitive Bidding Process (“ICB”) from suitably experienced Contractors (Indian and International both) who wish to receive bids for Supply of Water Separation & Treatment Package.

To this effect CEIL seeks Expressions of Interest (EOI) for below mentioned Lump-sum job -

The Scope of Work for this EOI is consist of:

I. Scope of Work :

Cairn Energy India Pty Ltd is the operator of Ravva Oil & Gas Field in the East- Godavari district of Andhra Pradesh. Ravva field contains 8 un-manned wellhead platforms, which are connected to the on-shore terminal through pipelines. Produced fluids are processed at the on-shore terminal.

RA and RC platforms are unmanned and bridged wellhead platforms at a shallow water depth of 15m. Production from RC platform and RA platform are combined and transported to onshore for processing by 10” RA-RT line. Studies indicate that with gas lift considerable back pressure are created in the system; hence we need to reduce back pressure at the wellhead.

The objective of this project is to reduce the pressure at platform or back pressure to producing wells thereby increase the productivity of the wells. This objective is to be met by separating most of the water at platform, treat appropriately and safely dispose in to the sea with least impact to environment by meeting all statutory requirements.

The scope of work for Water Separation and Treatment Package, complete in all respect, shall be including but not limited to Design, Modification, Installation of modified separator internals, Fabrication, Inspection & Testing, Painting, Supply and commissioning as per description given below:

- a. Existing Test Separator shall be modified as primary three phase separator. The scope shall include design, fabrication, supply and installation of Modified Internals inside the existing separator. The vendor shall arrange to provide ASME "R" stamping, if there is any requirement of welding on the existing separator vessel. Oil content in discharge water from primary three phase separator shall be less than 1000 ppmv
- b. Secondary separator shall be a Hydro-cyclone. Oil content in discharge water from Hydro-cyclone shall be less than 40 ppmv
- c. Tertiary Separator shall be a Compact Flotation Unit. Oil content in discharge water from the Compact Flotation Unit shall be less than 15 ppmv
- d. Oil in Water Meters
- e. Collection tank for Reject Oil from Hydro-cyclone and Compact Flotation Unit
- f. Jet Eductor pump for pumping the Reject Oil to Production pipeline.
- g. Plate and Shell type Exchanger for maintaining 15 degree Celsius approach of discharge water to the sea water temperature.
- h. All associated Piping and Field Instrumentation
- i. Associated electrical and control panels
- j. Commissioning Spares
- k. The Vendor shall provide Process Guarantee for achieving the above mentioned discharge water parameters (i.e. oil content in water)
- l. Installation of modified internals and Commissioning of complete water separation and treatment package shall be in the scope of the vendor.

CEIL seeks Expression of Interest (EOI) from reputed Contractors with proven quality and delivery capability for offshore water separation projects. Such reputed and capable contractors are requested to respond to this EOI to meet business objectives.

The Companies are requested, as a minimum, to submit the following documents and details which will serve as techno-commercial pre-bid qualification criteria:

1. HSE Systems:
 - a. For all projects executed in last 10 years
 - b. HSE Manual/Policy
 - c. Project specific HSE Plan for similar project
2. Letter of interest with detailed company information as follows:
 - a. State the name of the parent Company
 - b. State the name/address/phone/e-mail of the company that would execute the Contract

- c. If a Joint Venture to be proposed, state the name/address/phone/e-mail of all Joint Venture partners
 - d. Organization structure
 - e. Installation & Commissioning Organization Structure
 - f. Size of Departments
 - g. Procurement system & procedure
 - h. Material Control System
 - i. Supply Chain Management System & procedures
3. Company's financial performance documents (including JV partner's financials, if proposed) i.e. Audited Balance Sheets, Profit and Loss Account & Cash Flow Statement for the last 3 years & following details separately;
 - a. Company Turnover based on last 3 audited/Financial statements. Bidder total turnover shall be at least US \$ 6 MM for any of the last three financial year. (i.e. 2010-11, 2009-10, 2008-09).
 - b. Bidder must have executed a single contract value of US \$ 1.5 million during each of the last Three financial years (i.e. 2010-11, 2009-10, 2008-09) for similar jobs.
 - c. Company's Net Worth based on last 3 audited/Financial statement
 - d. Return on Equity based on lasts 3 audited/Financial statement
 - e. Working Capital based on last 3 audited/Financial statement
 - f. State the banker's name, address and Solvency certificate from the bank indicating the credibility limit in financial terms
4. Experience
 - a. Vendor must have renowned clients in the field of upstream Oil & Gas.
 - b. Vendor shall have minimum of 10 years experience in the field of Offshore water separation and treatment
 - c. Vendor must provide lists of similar offshore water separation and treatment projects successfully executed. Vendor shall attach completion certificates for the projects listed.
 - d. Vendor shall demonstrate its ability to deliver complete job scope including modification and installation of separator internals , supplying Hydro Cyclones, Compact Flotation Units, Plate & Shell exchangers etc. and commissioning of the complete water separation and treatment package
 - e. Details of current commitments

5. Quality Systems:

- a. Copy of current ISO Certificate provided
- b. Certification of the companies QA system by an accredited certification body
- c. QMS of the Company
- d. Bidder shall have availability of latest testing and research facilities with experienced technical specialists.
- e. Vendor shall demonstrate the quality of Design & Robustness of equipments to be supplied

6. Delivery Period

- a. Delivery Period shall be less than 28 weeks. Vendor shall confirm the delivery period in its Expression of Interest.

The envelope should be subscribed with “Reference No. CEIL/PSCM/EOI/Water Separation at RC/Ravva/ EOI#1000024964”. All information and documentation shall be provided at address below within 14 days of publication of this EOI by e-mail as attached PDF file and via courier to:

Director – P&SCM

Cairn Energy India Pty Ltd

3rd floor, Tower A, Paras Twin Tower, Sector Road, Sector 54

Gurgaon 122002 (Haryana)

Tel.:+91-124-4764459

E-mail: ops.pscm@cairnindia.com