



Energy for India

CAIRN ENERGY INDIA PTY LIMITED

(Incorporated in New South Wales, Australia- CAN 002 066 784)

**EXPRESSION OF INTEREST (EOI) FOR HIRING OF PASSENGER VEHICLES FOR
PIPELINE OPERATIONS IN GUJARAT FOR MANGALA DEVELOPMENT PIPELINE OPERATION**

Cairn Energy India Pty Ltd. ("CEIL") is the operator of Block RJ-ON_90/1 (the "Block") in India, and operates the Block on behalf of itself and its Joint Venture (JV) partners Cairn Energy Hydrocarbons Limited and the Oil and Natural Gas Corporation (ONGC). The Block contains a number of major oil discoveries, including the Mangala field, the largest onshore oil discovery in India since 1985.

CEIL have set up and commissioned a 600 km long pipeline, pumping stations, terminals and related facilities for the transportation of 1,50,000 to 1,75,000 barrels of crude oil per day from the upstream process terminal at the Mangala field to the downstream terminal point on the Gujarat coast at Bhogat in Jamnagar District.

Cairn Energy India Pty Limited (CEIL) requires passenger vehicles (SUV's , MUV's) on hire basis conforming to International Association of Oil & Gas Producers (IAOGP) guidelines for their operations in Gujarat, to transport personnel within Gujarat and neighboring states as required.

The contract shall be for dedicated vehicles on Monthly Hire and day rate hire call out basis for duration of two (2) years commencing December 2011.

CEIL seeks Expression of Interest from suitably experienced Transport Contractors from Gujarat (preferably from Ahmadabad, Viramgam, Radhanpur, Rajkot, Jamnagar, Bhogat and Salaya) for work which broadly encompasses the following:

1. Providing passenger vehicles as per OGP and Cairn Road Safety Policy guidelines on monthly 12/24 hrs basis and Day rate Call Out basis.
2. Providing drivers (Preferably based in Ahmadabad, Viramgam, Radhanpur, Rajkot, Jamnagar, Bhogat and Salaya) with a minimum 3 years experience and under gone Defensive Driving Training.

With this EOI, CEIL intends to short list names of experienced transport service contractors for invitation to bid for the same.

Only contractors with the following pre-requirements shall bid for this tender:

1. Contractor shall be from Gujarat as mentioned above and should have registration in Gujarat not later than December 2010.
2. Annual turnover of Rs 1.25 Crores in any of the last three years.
3. Minimum of 3 years experience as operators / contractors in passenger vehicles, particularly dealing with oil and gas exploration and exploitation or refineries and petrochemicals.
4. Should have capacity to provide 30% of total vehicles requirement during the contract period of all categories with support facilities for operations.

5. Should have lawful occupancy of the office premises including trained supervisors at the required locations of operations.
6. Should be profit earning firm/company for at least three preceding years.
7. In case of contract vehicles being taken for maintenance or repairs, should be able to replace the vehicle with similar or equivalent make.
8. Should never be blacklisted by Govt/PSU/CEIL/Reputed Company
9. Should be registered with service tax authority
10. Should follow all HSE and Road Safety Policies of CEIL strictly.
11. Contractor should have at least 30% of total requirement should be registered in their Company.
12. Vehicles older than 2009 will not be acceptable.

Only those companies/ consortium possessing substantial and proven record of performance in executing similar contracts of this magnitude, with a **turnover of Rs 1.25 crores** per annum for the past three years should respond to this notice. Companies are requested, as a minimum, to submit the following documents and details:

1. Letter of interest along with company/consortium information detailing their nominated management, staff, and business process support to carry out a multi-year, major services campaign for all types of operating facilities.
2. Lists of similar work successfully executed in the last three years and similar projects/agreements currently under execution. (With particular emphasis on work carried out with Oil and Gas Operators). Contact details from the earlier projects shall be provided by the bidders.
3. List of current contracts of similar nature with contact details
4. Details of capability to mobilise and commence work to meet CEIL's schedule. The Contractor's experience in mobilising on schedule shall be clearly stated.
5. Details of Particular experience of providing Services in remote areas where rapid mobility and flexibility to accommodate CEIL's programme is paramount. Evidence supporting successful major operations in remote areas must be submitted.
6. Details of Management, Operating and Maintenance schemes with copies of certification.
7. Intent to develop a close long term relationship with CEIL.
8. Methodology indicating increase in Indian content of these services over time.
9. List of policies, procedures and quality assurance practices currently in place for the execution of similar work.
10. Health, Safety and Environment (HSE) policies, procedures and statistics covering the last 4 years.
11. Corporate financial details for last 3 years.
12. Copies of ISO certifications.
13. In case of sub-contracting, submission of above relevant documents of the proposed sub-contractors.

The envelope should be subscribed with "**Reference No. CEIL/PSCM/EOI/MDPO/VEH/11**". All information and documentation shall be provided at address below within fourteen (14) days of publication of this EOI by e-mail as attached PDF file and via courier to:

GM - PSCM

Cairn Energy India Pty Limited,

9th Floor ,Paras Twin Towers ,Tower B ,

Sector 54, Gurgaon-122 002

Tel.: +91-124-4764000

E-mail: ops.pscm@cairnindia.com