



**Energy for India**

**CAIRN ENERGY INDIA PTY LIMITED**

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

**EXPRESSION OF INTEREST (EOI) FOR HIRING OF PASSENGER VEHICLES  
FOR PIPELINE PROJECTS IN GUJARAT FOR  
MANGALA DEVELOPMENT PIPELINE PROJECT (MDPP)  
REFERENCE NO. - CEIL/PSCM/EOI/MDPP/GUJ-VEH/12/1000026604**

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 has 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 on hire basis conforming to International Association of Oil & Gas Producers (IAOGP) guidelines for their operations in Gujarat, to transport personnel within Gujarat. The tentative requirement of vehicles is 30-35.

The contract shall be for dedicated vehicles on Monthly Hire and day rate hire call out basis for duration up to two (2) years commencing April 2012 (and extendable to another year as per Company's requirement).

CEIL seeks Expression of Interest from suitably experienced Passenger Transport Contractors from Gujarat for work which broadly encompasses the following:

1. Providing 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 Bhogat, Khambalia, Porbandar, and Jamnagar) with a minimum 5 years experience and under gone Driving Training with valid license.

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

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

1. Only Gujarat based contractors should have registration in Gujarat not later than January 2009 having their home office based in Gujarat (For clarity, a Company that operates outside Gujarat and registers an office in Gujarat is not considered a Gujarat based one for this purpose).
2. Annual turnover of INR 1.25 Crores in any of the last three years.

3. Minimum of 3 years experience as operators / contractors in passenger vehicles, preferably dealing with Oil and Gas Projects, exploration or refineries and petrochemicals.
4. Should have in house fleet capacity to provide 80% 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 Projects.
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 have been blacklisted by Government/PSU/CEIL/Reputed Company.
9. Should be registered with state service tax authority.
10. Should follow all HSE and Road Safety Policies of CEIL strictly.
11. Contractor should have fleet which has basic minimum safety requirements like air bags.
12. Passenger Vehicles model older than 01 January 2011 and having running km more than 70,000 km will not be acceptable.
13. Vehicles will be fitted with VTS of a choice /make determined by the Company.
14. Only those companies/consortium possessing substantial and proven record of performance in executing similar contracts of this magnitude, with a turnover of INR 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 Projects facilities.
2. List 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 industries). 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 should 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. Intent to develop a close long term relationship with CEIL.
7. List of policies, procedures and quality assurance practices currently in place for the execution of similar work.
8. Health, Safety and Environment (HSE) policies, procedures and statistics covering the last 4 years.
9. Corporate financial details for last 3 years.
10. Copies of any additional certifications.

**The EOI to be submitted should refer the below mentioned reference no.:**

**"CEIL/PSCM/EOI/MDPP/GUJ-VEH/12/1000026604"**. All information and documentation shall be provided at address below within Ten (10) days of publication of this EOI by e-mail as attached PDF file and via courier to:

**GM – Procurement and Supply Chain Management  
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