



WE FUEL AMAZING
CAIRN INDIA LIMITED

**GLOBAL EXPRESSION OF INTEREST (EOI) FOR SUPPLY INSTALLATION/RETROFIT,
COMMISSIONING OF ELECTRIC FAIL-SAFE ACTUATORS ON EXISTING MOTOR
OPERATED VALVES AT VIRAMGAM AND RADHANPUR TERMINAL FOR MANGLA
DEVELOPMENT PIPELINE OPERATIONS , GUJARAT**

REFERENCE NO. - CIL/PSCM/EOI/ROA/1000035663

Cairn India Ltd. ("CIL") is the operator of the 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 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. CIL and its JV partners have approval from Government of India (G.O.I) for a pipeline to transport crude oil from the Block at Barmer, Rajasthan to a coastal terminal facility in Gujarat.

The pipeline project involves a main 24" underground/ continuously heated/ insulated Crude Oil Export Pipeline of approximately 670 km, 24"/ 10" spur lines, 8" Gas (fuel) Pipeline, intermediate pumping station/ terminals and related facilities for the transportation of approx. 1, 75,000 barrels of crude oil per day from the upstream process terminal at the Mangala field to the different customers along the Pipeline route and land fall terminal point at Bhogat, in the state of Gujarat.

CIL intends to replace existing conventional Motor Operated Actuators of first buffer storage tank isolation valves with Electric Fail Safe actuators to comply with OISD recommendations based on Jaipur Fire Incident at Viramgam and Radhanpur.

CIL on behalf of its joint venture partners invites under International Competitive bidding Process reputed (Indian and International) & experienced contractors possessing substantial and proven track record of performance to express their interest to participate in pre qualification as bidders and to participate in competitive bidding process. In view of the nature of the scope, only those Companies meeting the following criteria as a minimum should respond to the EOI:

1. Average Annual turnover of > / = USD 1.2 M in any of the last three years.
2. Possessing minimum of 3 years of recent experience in executing the similar supplies.
3. Proven record of performance in executing at least 01 project of USD 0.6 M ongoing or in past 05 years (or) 02 projects of USD 0.3 M each in past 05 years or 03 Projects of USD 0.18 M each in past 05 years
4. Should be profit earning firm/company for at least three preceding years.



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The interested bidders 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 and submit their contact details online. Further to this, interested bidders would be invited to submit their response via [Smart Source](#) (Cairn’s e Sourcing Platform). The suppliers would be requested, as a minimum, to submit the following documents and details for prequalification via [Smart Source](#):

- Letter of interest with detailed company information detailing their nominated management staff and business process support to carry out a multi-year post sales service support for the product.
- Corporate financial details for last 3 audited years with details of turnover and net worth.
- Lists of similar work successfully executed in the last Five years and similar projects/agreements currently under execution (with particular emphasis on work carried out with Oil and Gas Operators, Refineries, Large Petrochemical Complex.
- Proven track record of offered product.
- Record of Completion Certificate / Feedback Certificate from Customers in last 5 years with contact details.
- Details of knowledge, experience, certification of Technical and Service team.
- List of policies, procedures and quality assurance practices currently in place for the execution of similar work.
- Health, Safety and Environment (HSE) policies, procedures and statistics covering last 4 years.
- Corporate financial details for last 3 years with details of turnover from similar work.
- Copy of registration certificates (Labour law, EPF, Registration etc)
- Company’s financial details for last 3 years (Including JV Partner’s financial , if proposed) i.e. Audited balance sheets, Profit and Loss Account & cash flow statement for last 3 years & following details separately.
 - a) Company Turnover based on last 3 audited/Financial statements.
 - b) Company’s Net Worth based on last 3 audited/Financial statements.
 - c) Working Capital based on last 3 audited/financial statements.
 - d) State the banker’s name, address and Solvency certificate from bank indicating the credibility limit in financial terms

The interested bidders should evince interest to participate in EoI within 10 days of publication of Expression of Interest.