



Energy for India

CAIRN ENERGY INDIA PTY LIMITED

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

EXPRESSION OF INTEREST FOR FACILITY MANAGEMENT SERVICES FOR THE RADHANPUR TERMINAL, GUJARAT, INDIA FOR MANGALA DEVELOPMENT PIPELINE OPERATION

Cairn Energy India Pty Ltd. ("CEIL") 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. CEIL 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.

BRIEF SCOPE OF WORK:

Services will be contracted as multiple services bundled together. Primary term of the Contracts will be three (3) years. The expected start date for the provision of the services is tentatively Nov 2012. The details of the Services that the Company envisages to Contract are mentioned below.

Sr. No.	Service Category	Broad Scope of Service
1	Catering Services	<ul style="list-style-type: none">Managing the facility kitchenProviding experienced chefs and catering personnelManaging the food serviceManaging the wet and dry storesEnsuring stock levels of all raw materials is always at the optimum.Hygiene managementManaging Pantries
2	Housekeeping Services	<ul style="list-style-type: none">Provision of trained housekeeping personnel.Housekeeping of guest rooms.Housekeeping of all common areasProvision of all cleaning supplies, toiletries etcManage the facility Laundry.Manage pest control services of the premises.
3	Facility Maintenance	<ul style="list-style-type: none">Provision of Maintenance Technicians/ Electrical/Plumbing and Carpentry – For managing HVAC system, Plumbing and water system, Pumps, Electrical panels and equipment.Carry out preventive maintenance.Carry out shut down maintenance.Manage services complaints relating to guest rooms.Maintain stock of electrical, plumbing and other consumables.

CEIL on behalf of its joint venture partners invites reputed Contractors with demonstrated HSE performance to express their interest to participate in pre qualification as bidders and to participate in National Competitive Bidding Process ("NCB"). In view of the nature of the scope, only those Companies possessing the following requisites should respond to this notice:

- (1) Proven record of performance in executing at least 01 project of Indian Rupees 2.5 Crores ongoing or in past 05 years (or) 02 projects Indian Rupees 1.25 Crores each in past 05 years (or) 03 projects Indian Rupees 0.75 Crores each in past 05 years.
- (2) Annual Turnover of Indian Rupees 5 (Five) Crores in any of the last 5 years.

The Contractor shall bid for the Services on a Bundled basis. This bundling of contracts would be in place at the commencement of these services.

In addition to the above requested documentation, bidders shall also submit credentials to support the specific qualification criteria for each package.

Companies are requested, as a minimum, to submit the following documents and details for prequalification:

1. Letter of interest clearly indicating the Project reference
2. Detail Company Information with Organization structure, Parent Company, List of manpower with CVs of key personnel, list of key equipments (with make and year) related to the facility management services, Support agencies and other facilities & resources.
3. Details of completion of similar type of projects in the last five years under headings:
 - a) Brief scope of work
 - b) Value of work in Indian Rupees
 - c) Contractual Duration
 - d) Actual completion of Project
 - e) Clients name
 - f) Contact details of the Client (CEIL may approach the client directly for the feedback)
 - g) Safety Certification / Inspection of plant and machineries
 - h) HSE statistics, LTI graph etc.
4. Typical Project Planning and Execution methodology.
5. Details of current commitments.
6. 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.
7. 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.
8. Details of Management, Operating and Maintenance schemes with copies of certification.
9. Intent to develop a close long term relationship with CEIL.
10. Methodology indicating increase in Indian content of these services over time.
11. Copies of ISO certifications.
12. In case of sub-contracting, submission of above relevant documents of the proposed sub-contractors.
13. List of all jobs under execution with the value of the Job and percentage completion.(With particular emphasis on project of similar magnitude carried out in Oil and Gas Sector)
14. Experience of working in similar terrain.
15. HSE policy, HSE manual and implementation procedures in line with internationally accepted practices with statistics for last four years.
16. Quality assurance & Quality control practices currently in place for the execution of similar work.
2. Company's financial performance documents(Including JV Partner's financial , if proposed) i.e. Audited balance sheets for last 3 Years, Profit and Loss Account and cash flow statement for last 3 years & following details separately:
 - a) Company Annual Turnover of Indian Rupees 5 (Five) Crores in any of the last 5 years based on last 5 audited/Financial statements.
 - b) Company's net worth based on last 3 audited/Financial statements.
 - c) Return on Equity based on last 3 audited/financial statements.
 - d) Working capital based on last 3 audited/financial statements.
 - e) State the banker's name, address and Solvency certificate from bank indicating the credibility limit in financial terms.

The envelope should be subscribed with "**Reference No CEIL/PSCM/OPS/EOI/FMS/1000028324**". All information and documentation shall be provided at address below within 10 days of publication of this EOI by e mail as attached PDF and via courier to:

Senior Manager – Procurement and Supply Chain Management

Cairn Energy India Pty. Limited
1st Floor, Tower A, Paras Twin Tower, Sector Road,
Sector 54, Gurgaon 122002 [Haryana], India
Tel.: +91-124-4764000; Fax: +91-124-4764568
E-mail: ops.pscm@cairnindia.com