



CAIRN INDIA LIMITED

**GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE BIDDING (ICB)
FOR SUPPLY OF GLUTERALDEHYDE BASED BIOCIDES FOR OIL FIELD APPLICATION CONTRACT FOR
THE RAJASTHAN BLOCK**

Cairn India Ltd. ("CIL") is the Operator on behalf of Joint Venture partners CIL and Oil and Natural Gas Corporation, of the Contract Area RJ-ON-90/1 at Barmer in the state of Rajasthan. The RJ-ON-90/1 Block contains northern oil discoveries namely Mangala, Bhagyam and Aishwarya. Cairn India Ltd in JV with ONGC is operating an onshore oil and gas processing facility known as Mangala Processing Terminal at Nagana village near Kawas about 25 kms from Barmer, Rajasthan for processing of crude from its eighteen nos of well pads, Bhagyam & Aishwarya (developing) well pads. Rageshwari gas terminal (RGT) is deep gas processing terminal and located at around 80 Km from Mangala processing terminal (MPT).

CIL seeks specific Expression of Interest (EOI) for prequalification from suitable bidders for supply of Gluteraldehyde based biocides for oil field application. To this effect CIL seeks Expressions of Interest (EOI) for supply of Gluteraldehyde based biocides chemical for two years.

The details of the requirement that the Company envisages to Contract are mentioned below.

Contractor shall supply Gluteraldehyde based biocides on continuous and uninterrupted supply chain basis to Barmer which will be applied by CIL at Cairn Rajasthan BARMER oil field facilities, for effective bacteria control at an effective dose rate. Contractor shall set up the supply chain required for continuous supply of around 15KL/month and can move up to 20 kL depending upon field demands.

The proposed biocides(s) shall be:

- Gluteraldehyde biocides to be liquid chemical.
- It shall be non-oxidizing type and water soluble.
- It shall not get influenced by other oil field chemicals, biocides, corrosion inhibitors etc. and, shall be compatible and vice versa.
- It shall be suitable for batch applications water stream - both surface and down holes.

Company intends to have contract for supply of Gluteraldehyde based biocides for two years. Only those companies possessing substantial and proven record meeting below criteria need to apply:

Financial Go / No-Go :

- Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value.
- Positive net worth in each of the immediately preceding two financial years.
- Liquidity ratio in each of the preceding 2 financial years shall not be less than 0.60

Technical Go / No -Go

- Bidder should have relevant experience of 2 years in supply of gluteraldehyde based biocides.



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

1. Letter of interest along with company 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. To demonstrate Bidder's Financial capability, bidder is required to submit it's (Company's) financial performance documents (Audited Balance sheets, Profit and Loss Account & cash flow statement, Auditors Report and Notes to Accounts etc.) for last 2 (TWO) years. Latest financial statement should not be older than 18 months on the date of submission of response to Expression of interest.
3. Documents with respect to technical GO/No-GO criteria as mentioned above. Bidder to submit Copies of POs/LOIs/Contracts to be submitted in support of technical requirement.
4. Gluteraldehyde based biocide product data sheet & MSDS.
5. Lists of similar work successfully executed in the last Two 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.
6. Details of manufacturing capacity or Outsourced manufacturing capacity – clearly indicating the source of product and Supply chain from manufacturing facility to Barmer Site. Contractor shall also indicate the maximum quantity they can supply on an ongoing basis; based on their manufacturing capacity & existing commitments.
7. List of current contracts of similar nature with contact details.
8. List of policies, procedures and quality assurance practices currently in place for the execution of similar work.
9. Health, Safety and Environment (HSE) policies, procedures and statistics covering the last 2 years.
10. Contractor's adherence to legal statutory requirement & corporate financial details for last 2 years.
11. Copies of ISO & OSHAS certifications of manufacturing plant.

Following additional points will be considered for evaluation of financial performance:

- a) Normally standalone financials of the bidding entity only will be considered. However, consolidated financials at the bidding entity level, if available, can also be submitted. Parent company or Affiliate's financials can be submitted and considered, subject to submission of Parent/ Affiliate company guarantee. This should be clearly mentioned in the EOI response.
- b) Evaluation will be done only on the basis of the published annual reports / audited financials containing Auditor's report, Balance sheet, Profit & Loss a/c and Notes to Accounts.
- c) In case of unaudited statements (if there are no audit requirements for auditing of financials as per the local law), the financials shall be accompanied by a certificate from a Certified Accountant. Certificate should also mention the fact that there is no requirement of audit of the financials as per the local law.
- d) All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation.

The interested bidders should evince interest to participate in the Expression of Interest by clicking on the **“Evince Interest”** link against the corresponding Eol listing on the Cairn India website i.e. <http://www.cairnindia.com> 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 above documents and details for prequalification via Smart Source within Fourteen (14) days of publication of Expression of Interest.