



## **EXPRESSION OF INTEREST (EoI) FOR PROVISION OF WAREHOUSE MANAGEMENT & LOGISTICS SERVICES AT RAJASTHAN**

**Cairn Oil and Gas**, a vertical of **Vedanta Limited**, the Operator at onshore block RJ-ON-90/1 located in Barmer & Jalor Districts in the state of Rajasthan on behalf of itself & Joint Venture (JV) partner(s) invites interested contractors with proven capabilities and demonstrated performance in similar requirement to express their interest for pre-qualification to participate in the Competitive Bidding Process for the **“PROVISION OF WAREHOUSE MANAGEMENT & LOGISTICS SERVICES AT RAJASTHAN”** on long term basis.

### **Scope of Work broadly includes:**

- Managing inventory within closed sheds / open yards at multiple locations including required resources (manpower / equipment)
- Carrying out various analysis such as ABC, VED, Fast moving and Slow Moving etc. and maintaining an accurate MIS for the same.
- Provision of Material Handling and Lifting Equipment as may be required for handling and transportation of inventory/spare parts/equipment within fields/plant/asset as per the company's HSE & Road Transport standards.
- Hiring of DG sets and other utilities at isolated locations.

### **Interested companies meeting following criteria should respond to this EoI:**

1. Contractor shall have a minimum of three (03) years' experience (in preceding Five (05) years) in providing Inventory/Warehouse Management & Logistics Services to industries such as Oil & Gas processing / refining / Petrochemical / Chemicals / Thermal Power Plants / Mining / Metals etc.
2. Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value.
3. Positive net worth in each of the immediately preceding two financial years.
4. Liquidity ratio in each of the preceding Two (02) financial years shall be more than 1.0.

### **Bidders are requested to submit the following pre-qualification documents as a minimum:**

1. Letter of interest clearly indicating the project reference
2. Detail Company Information with Organization structure.
3. Details of Material handling & Lifting Equipment Owned.
4. Details of completion of similar type of services in the last three years under heading: a) Brief scope of work b) Value of work in INR c) Contractual Duration d) Actual completion of Project e) Clients name f) Contact details of the Client (Cairn may approach the client directly for the feedback) g) HSE statistics, LTI graph etc.
5. Bidder shall provide contract copies of major contracts executed in each of the preceding five years
6. Details of current commitments - List of all jobs under execution with the value of the Job and percentage Completion.
7. Service Completion Certificates, Client Feedback etc of similar contracts executed in the last five years.

8. LTI track record, HSE policy and implementation procedures in line with internationally accepted practices with statistics for last three years
9. Quality assurance & quality control practices currently in place for the execution of similar work.
10. Copies of ISO 9001, 14001, OHSAS 18001 or any other certification as applicable.
11. Company's financial performance documents (Audited Balance sheets and Profit and Loss statements, 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
12. Documents in support of Health & Safety Environment & Quality [HSEQ] performance.

**Also, note-**

- i. 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.
- ii. Where the bidding entity is unable to meet the Financial Evaluation Criteria, Parent/Holding Company Audited Financials can be considered, subject to:
  - a) Submission of Financial guarantee in the form of 10% Bank guarantee of contract value.
  - b) Commitment Letter from Parent/Company to provide financial support to the bidding entity.
- iii. 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.
- iv. 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.

All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation

The interested contractors should evince interest to participate in the Expression of Interest by clicking on the "[Evince Interest](#)" link for the corresponding EoI listing on the Cairn Website i.e. <http://www.cairnindia.com> and submit their contact details online. Further to this, interested contractors would be invited to submit their response via Smart Source (Cairn's e Sourcing Platform). The contractors 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 this EoI.

In case of any difficulty to evince interest kindly contact Sajal Katiyar at [Sajal.Katiyar@cairnindia.com](mailto:Sajal.Katiyar@cairnindia.com) /+91 7303200259.

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