



## CAIRN INDIA LIMITED

### GLOBAL EXPRESSION OF INTEREST FOR SUPPLY OF DRAG REDUCER ADDITIVE (DRA) CHEMICAL FOR RAVVA BLOCK

Cairn India Limited ("CIL"), is the Operator of the Offshore **Ravva Oil and Gas Field (Ravva)** on behalf of itself and its Joint Venture (JV) partners - Oil and Natural Gas Corporation Limited (ONGC), Videocon Industries Limited (VIL) and Ravva Oil (Singapore) Pte Ltd. (ROS), located off the east coast of the state of Andhra Pradesh, India.

CIL on behalf of itself and its joint venture partners invites Expression of Interest ("Eoi") under International Competitive Bidding ("ICB") process from reputed Suppliers (Indian and International) with demonstrated HSE/Quality performance and proven track record with capabilities for "Supply of of Drag Reducing Agent for its RAVVA Block".

#### Supply of Chemicals:

Supply of Drag Reducer Additive Chemicals for application/ dosage on production pipelines from the offshore platforms of Ravva Oilfield to reduce pressure drop.

Bidder's having the following Financial & technical qualification shall only be qualified to participate in the International Competitive Bidding process.

#### Financial Criteria

- ❖ Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value.
- ❖ Bidder's Net worth: Net-worth for each of the two preceding Financial year shall be positive.
- ❖ Liquidity Ratio : In each of the immediately preceding two financial years shall not be less than 0.60

#### Technical Criteria

Bidder should be a reputed "Manufacturer" and have experience in supplying Drag Reducer Additive (DRA) Chemicals **for at least three (3) years** for liquid hydrocarbon pipelines.

#### Documents to be submitted

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

- Letter of interest with detailed company information
- Organization structure and key personnel.
- Details of DRA supply contracts in the last three years. List of clients and the years of supply and/or service (as applicable) for those clients shall be mentioned.
- List of Experience in supply of DRA/similar chemicals to industries in remote locations.
- Details of manufacturing capability or Outsourced manufacturing capability
- Details on supply chain management and logistics- clearly indicating the methodology of Supply chain from manufacturing facility to delivery point.
- Availability of MSDS management system.
- Availability of Spill Contingency plan - Bidder shall demonstrate necessary expertise in handling chemical spills & necessary equipment's shall be provided by bidder in case of chemical spills.
- CVs of key technical personnel (own/outsourced)
- List of quality manual and quality policies currently in place.
- Quality control procedures and operational laboratory facilities (own/outsourced) for testing and research of the chemicals.

- Bidder shall provide HSE manuals, policy and procedures
- Valid Quality Certifications / Accreditations (ISO or equivalent)
- Valid HSE Certifications / Accreditations (OSHAS, ISO or equivalent)
  
- Provide information on the LTI track record for the last three years. (Hours lost)

“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.”

The interested suppliers should evince interest to participate in EOI within 14 days of publication of Expression of Interest. The interested suppliers 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 i.e.

<http://www.cairnindia.com> and submit their contact details online. Further to this, interested suppliers 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](#).

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