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**GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE BIDDING (ICB) BASIS FOR PROVISION OF DETAILED STUDY FOR EVALUATION OF ARTIFICIAL LIFT SYSTEM AND BASIS THE OUTCOME END TO END EXECUTION FOR RAVVA BLOCK**

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Vedanta Ltd. is the world's 6th largest diversified natural resources conglomerate with business operations in India, South Africa, Namibia, and Australia. It is a leading producer of Oil & Gas, Zinc, Lead, Silver, Copper, Iron Ore, Steel, Aluminium & Power. Vedanta contributes 1% towards India's GDP, as per IFC. We are investing \$9 Bn in capital projects over the next 2 – 3 years to double our revenues from current levels of \$15 Bn.

Cairn Oil & Gas, Vedanta Ltd., is India's largest private oil and gas exploration and production company having current interest in 58 blocks and accounting for more than a quarter of India's domestic crude oil production. Cairn Oil and Gas has a vision to achieve 50% of India's crude production and contribute to India's energy security.

Cairn Oil & Gas, Vedanta Limited, is the Operator of Ravva block on behalf of itself and its joint venture partners ONGC Limited, Videocon and Ravva Oil Singapore. The Ravva Block is located on the southeast coast in the state of Andhra Pradesh, India.

Vedanta Limited on behalf of the JV partners invites reputed Contractors/Suppliers (both Indian and International) or Consortiums ("Parties") to express their interest to participate in International Competitive Bidding Process ("ICB"), for the Provision of Detailed Study for Evaluation of Artificial Lift System and Basis the Outcome End to End Execution.

To sustain current production, company intends to **evaluate suitability of existing artificial lift provisions in field along with all available artificial lift options for Ravva block and basis the outcome of study, the end-to-end execution of the same.** The LSTK scope of work shall be as below.

- 1) End to end detailed review of Ravva field including offshore facilities, all the wells in Ravva block and plant to evaluate the best suited artificial lift system for the field
- 2) Prepare a detailed End to End design and execution plan for the selected lift system
- 3) Prepare detailed budget and itemized costs and run cost sensitivities
- 4) Design, detail engineering, procurement, manufacturing, assembly, integration, installation in wells and surface, function testing, supply, installation, field testing and commissioning of selected artificial lift system at Ravva Unmanned Offshore Platforms with compliance to applicable local statutory regulations & applicable industry standards such as API, OISD, MoP&NG, MoEF & State pollution control rules / regulations etc. as applicable. The project will encompass development of any surface facilities for execution.
- 5) End to End project management and execution for setting up the artificial lift facilities and modification of well construct to meet the requirements

Only those Parties who possess substantial and proven track records of executing projects of similar nature in brownfield environment and meeting the "Specific Pre-Qualification Criteria" defined below shall respond to this EOI.

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## **TECHNICAL PRE-QUALIFICATION CRITERIA**

The Contractor/Supplier or Consortium, in the last 10 years, should have successfully executed at least ONE project involving study, evaluation, design, procurement, testing, supply, installation and commissioning of artificial lift systems for brownfield environment at offshore locations as per applicable industry standards. Where the Contractor/Supplier or Consortium is unable to meet the technical pr-qualification criteria, Parent/ Holding co. credentials and experience may be considered, subject to submission of Commitment letter from Parent/ Holding Co. to provide technical support to the bidding entity.

The 10-year time period mentioned above shall be reckoned from the date of issue of this EOI.

## **FINANCIAL PRE-QUALIFICATION CRITERIA**

### **Parameters to be considered for Pre-Qualification**

- ❖ Annual average 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 two preceding financial years shall not be less than 1.

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

- ❖ Bidder's history / profile.
- ❖ Details of similar projects executed in last 5 years. Details shall include the name of the Client, Client references along with contact details, Contract Duration, scope of services for each client with schedule - start and end dates, Performance records.
- ❖ Present work commitments and anticipated workload.
- ❖ Organization Details including detailed information of organization structure, list of key manpower with their CV, equipment resource capabilities, factory setup, service centres, capabilities of conducting testing & list of equipment specific to this project.
- ❖ Bidder's established HSE Management System inclusive but not limited to HSE Policy, HSE Manuals and Procedures, HSE Objectives, HSE organogram.
- ❖ Valid ISO 14001:2015 and ISO 45001:2018 or equivalent certification.
- ❖ Last Three Years HSE Performance (including Subcontractors) w.r.t. Man-Hours Worked, Total Number of Fatalities, Number of Lost Time Incidents, Number of First Aid cases and Number of Environmental Incidents (spills, emissions etc.).
- ❖ Valid and Latest Safety, Environment and Occupational Health certifications (ISO, OSHAS, API or Equivalent etc.)
- ❖ Vendor's established accredited QMS system: Certificate, QMS Manual, QA/QC Policy, Plan and Procedures, Organogram, Proven track record of catering similar scope of work for last 3 years.
- ❖ Valid ISO 9001:2015/ API Q1 9<sup>th</sup> edition/ API Q2 1<sup>st</sup> edition or Equivalent certificate for the intended scope of services, Any National/ International awards/ accolades etc.
- ❖ Bidder'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

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financial statement should not be older than 18 months on the date of submission of response to Expression of interest

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Also, note -

- ❖ Standalone financials of the bidding entity will only be considered, Where the bidding entity is unable to meet the financial evaluation criteria, Parent/ Holding co. audited financials can be considered, subject to:
  - (i) Submission of financial guarantee in the form of 10% Bank Guarantee of Contract value, as per the format enclosed.
  - (ii) Commitment letter from Parent/ Holding Co. to provide financial support to the bidding entity, as per the format enclosed.
- ❖ In case of consortium, bidder is required to provide Memorandum of Understanding (MoU) executed by the consortium partners. The MoU should indicate the scope of work to be performed by the respective consortium members expressed as a percentage of contract value. Leader of the consortium should be carrying out the major scope of work (Fabrication or Installation) on their own. Each consortium partner should themselves individually meet the financial evaluation criteria namely, turnover, net worth, and liquidity in proportion to the percentage of work to be performed by them.
- ❖ 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.
- ❖ Latest audited financial statement should not be older than 12 months on the date of EOI.
- ❖ 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 vendor 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 Parties would be invited to submit their response via Smart Source (Cairn's e Sourcing Platform). The Parties 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.