



GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE BIDDING FOR “ASP SOLUTION PREPARATION PACKAGE” FOR RAJASTHAN BLOCK

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 and Gas, Vedanta Limited, is India's largest private upstream O&G company with operating interest in several producing fields in India contributing ~25% of India's domestic production. Cairn Oil and Gas is the Operator of the Onshore RJ-ON-90/1 block, on behalf of itself and its Joint Venture (JV) partners Cairn Energy Hydrocarbons Limited (CEHL) and Oil and Natural Gas Corporation Limited (ONGC), located in Barmer district, in the state of Rajasthan, India. Cairn Oil and Gas holds 70% participating interest in the block which contains 38 major oil and gas discoveries.

Cairn Oil and Gas has a vision to achieve 50% of India's crude production and contribute to India's energy security. In this regard, Cairn has embarked on an exciting growth journey to achieve world class recovery factors in our diverse reservoirs in the Rajasthan basin.

Vedanta is currently executing polymer flood operations in its Mangala (M), Bhagyam (B) and Aishwarya (A) fields, and plans to further increase recovery from MBA, through ASP implementation. To further increase recovery from MBA, a successful ASP pilot was also implemented in the Mangala field. Based on the results of the pilot and various studies, full field ASP implementation is now being planned in Mangala field.

Scope of Supply:

Cairn Oil and Gas envisions ramping-up production from the MBA fields on a fast-track basis by significantly enhancing the ultimate recovery factors through ASP Flooding. To achieve these objectives, Cairn on behalf of itself and its joint venture partners is seeking Expression of Interest from reputed, reliable & experienced in **Alkali surfactant polymer (ASP) solution preparation package (Including storage and handling) suppliers** with end-to-end process performance and quality guarantee.

Only those companies possessing substantial and proven record of performance in manufacturing and supplying of **Alkali surfactant polymer (ASP) solution preparation package** (buy-out/rental) globally should respond to this. The project envisages supply, testing, installation & commissioning of ASP solution preparation and injection packages at the Well-Pads for ASP EOR implementation in the Mangala fields. The Scope of Work broadly involves but is not limited to the Surveys, Design and Engineering, Procurement and Supply, Fabrication, Inspection, FAT, Transportation and Logistics, On-Site Construction/Erection/Installation/Execution, Testing, Pre-commissioning, and Commissioning. The key elements envisaged for the ASP skid are Alkali, Polymer and surfactant handling and storage, ASP Solution Preparation, Mixing and pumping Systems, on-plot, and intra-field piping network for supply of ASP solution.

TECHNICAL GO - NO - GO

Options	Product	Go-No-Go	Yes/No
1	ASP skid with unloading, storage, handling, and solution preparation package	Prior experience in supplying, Installation, and commissioning of Minimum 2 Nos of Alkali surfactant polymer (ASP) solution preparation package of 1000 bld and above capacity along with all auxiliary equipment.	

FINANCIAL GO - NO - GO

Financial performance:

1. Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value.
2. Positive net worth in each of the immediately preceding two financial years.
3. Liquidity ratio shall not be less than 1 in each of the preceding two (02) financial years.

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/holding company financials can be submitted and considered, subject to submission of financial guarantee and commitment letter, as described under (ii)
- 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.

Documents to be submitted as a proposal for pre- qualification

1. Letter of intent (on letter head) to participate in the EOI [Expression of Interest] clearly indicating the EOI reference along with company information detailing their nominated management, staff, and business process support.
2. A declaration on bidder's company letter head, signed and stamped by an authorized signatory of the bidder, that the bidder shall be responsible for end-to-end delivery for which the bidder expresses the interest through this EOI.
3. Documents in support of financial capabilities:
 - a. **APPLICANTS** are requested to submit company's financial performance documents (Audited Balance sheets, Profit and Loss Account & cash flow statement, Auditors Report and Notes to Accounts etc.) for the preceding five financial years. Latest financial statement **should not be older than 15 months** on the date of submission of response to Expression of interest.
 - Normally standalone financials of the bidding entity only will be considered. However, if Parent Company Guarantee (PCG) is submitted then consolidated financials at the bidding entity level can also be submitted. This should be clearly mentioned in the EOI response.
 - b. 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.
 - c. Provide information regarding revenue/turnover from business for the last two years.
 - d. List of litigations in last 5 years, if any.
 - e. Declaration specifying that the APPLICANT is not under liquidation, court receivership or other similar proceedings
4. Documents in support of technical capabilities:

Companies are requested to submit details of their manufacturing capabilities indicating:

- a. Overall manufacturing capacity along all the related facilities details.
- b. End to end capability of the delivering the package and its past.
- c. Past Proven Track Record in supplying similar skid with unpriced PO and its technical spec
- d. Detailed company information with organizational structure & resource availability including supply capabilities.
- e. List of current contracts under execution with value of contracts and percentage completion
- f. Demonstrate Technical and Managerial resource availability including engineering and procurement capabilities along with organogram and resource responsibility.
- g. Demonstrate Fabrication and Testing capacities & capabilities along with list of testing facility.
- h. Past 10 years major supply list related to ASP with unpriced PO.
- i. HSEQ performance documents of the bidder/all members of the consortium as listed in Prequalification criteria 3 (HSE)
- j. Valid Quality Certifications / Accreditations and Quality Manual, Policy & procedures

The interested Parties 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 Parties 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 Fifteen (15) days of publication of Expression of Interest.