

## **EXPRESSION OF INTEREST (Eoi) FOR SUPPLY OF PRODUCTION AND COMMODITY CHEMICALS AND ASSOCIATED SERVICES IN ALKALINE SURFACTANT POLYMER (ASP) ENHANCED OIL RECOVERY PHASE FOR RAJASTHAN BLOCK**

Vedanta Group has \$30bn revenue and \$10bn profit and further plans to invest \$20bn in next 4-5 years for the expansion of brownfield capacity and setting up green field capacity for oil and gas, renewable energy, display glass, semiconductor, mining and smelting. Vedanta is one of the leading players in the market.

Cairn Oil & Gas, Vedanta Ltd., is India's largest private oil and gas exploration and production company having current interest in 62 blocks and accounting for more than a quarter of India's domestic hydrocarbon production. Cairn Oil & Gas has a vision to achieve 50% of India's hydrocarbon production and contribute to India's energy security.

Cairn Oil and Gas, a vertical of Vedanta Limited is 'the Operator' on behalf of itself and Joint Venture (JV) partner Oil & Natural Gas Corporation (ONGC) Ltd., of the onshore block RJ-ON-90/1 (the 'Block') located in Barmer and Jalore district, in the state of Rajasthan, India.

Operator on behalf of its joint venture partner's invites Expression of Interest under International Competitive Bidding ('ICB') process from reputed Contractors (Indian and International) for the below required for ASP Enhanced Oil Recovery (EOR) phase for Rajasthan Asset.

### **A) Supply of Production Chemicals:**

The scope of supply shall broadly include supply of production chemicals typically including speciality Chemicals i.e. Demulsifier, water clarifiers, biocides, corrosion Inhibitors, scale inhibitors, Flocculant, oxygen scavenger, antifoam etc to achieve crude oil, power fluid and injection water specifications and to maintain asset integrity.

### **B) Supply of Commodity Chemicals:**

The scope of supply shall broadly include supply of Chemicals typically including Commodity Chemicals i.e. Acetic acid Glacial (99% purity), Sulfuric acid (98% purity), PAC ~ 18%, Industrial Salt, MEG etc.

### **C) Associated Services:**

The scope of work for providing associated services shall broadly include Chemical application, monitoring and handling.

*\*Vendors can express their interest in any of the above i.e. A) Supply of Production Chemicals, B) Supply of Commodity Chemicals, C) Associated Services OR All of them mentioned above as per their capabilities.*

In view of the nature of the scope, only those vendors possessing the requisite and proven record of performance and can demonstrate, through submission of documents, in executing at least similar jobs should respond to this notice.

Please note the below criterion may be used for qualification of vendors for current/ future tenders. Company reserves the right to modify these criteria based on tender specific requirements, which shall be communicated to vendors appropriately.

### **Pre-Qualification/ Qualification Criteria**

**NOTE: APPLICANT** wherever referred to in this document, would mean the leader of CONSORTIUM (in case the bidder applies as a CONSORTIUM) or Vendor (in case the bidder applies as an individual company). APPLICANT should

necessarily have core competence on the Supply / Service mentioned above. Additionally, APPLICANT will be required to meet the below mentioned pre-qualification/ qualification criteria to legitimately express interest for collaboration with Cairn Oil and Gas.

### **1. Financial performance:**

- i. Turnover in each of the immediately preceding two (02) financial years should be equal to or more than the estimated average annual contract value. In case of tenders for a duration less than a year, Turnover in each of the immediately preceding two Financials years should be equal to or more than the estimated contract value
- ii. Positive net worth in each of the immediately preceding two (02) financial years
- iii. Liquidity ratio shall not be less than 1.00 in each of the preceding two (02) financial years

APPLICANTS are requested to submit company's financial performance documents (Audited Balance sheets, Profit and Loss Account and cash flow statement, Auditors Report and Notes to Accounts etc.) for immediately preceding two (02) financial years in the tender. Latest financial statement should not be older than 12 months on the date of Expression of Interest.

### **Additional points to be considered for evaluation of financial performance:**

- 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 tender.
- 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. 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. The Performance Bank Guarantee (PBG) will have to be submitted by individual consortium partners in the ratio of work being performed unless the leader takes responsibility of the complete consortium in which case, leader can submit PBG of required value.
- Evaluation will be done only on the basis of the published annual reports / audited financials containing Auditor's report, Balance sheet, Profit and Loss a/c and Notes to Accounts.
- 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.

### **2. Technical Criteria:**

- i. Interested vendors shall have minimum three (03) years of experience for respective EoI Categories.

Please note that the above criterion is for qualification of the vendors for current/ future tenders. Cairn reserves the right to modify these criteria based on tender specific requirements.

**Note:** Vendors to clearly indicate the categories mentioned above for which they indicate to submit the EoI via Smart Source (Cairn's e Sourcing Platform). Interested Vendors would be invited to submit their response via Smart Source (Cairn's e Sourcing Platform) and the vendors would be requested, as a minimum, to submit the following documents and details:

Minimum pre-requisite documents for evaluation:

- Letter of interest clearly indicating project reference
- Detailed Company Information with Organization structure,
- Details of completion of similar type of projects in the last five (05) years under headings:
  - a) Brief scope of work
  - b) Value of work
  - c) Contract Duration
  - d) Actual completion of Project

The interested vendors should evince interest to participate in the Expression of Interest by clicking on the “**Evince Interest**” link against EoI listing on the Cairn website i.e. <http://www.cairnindia.com> within 14 days from this publication and submit their contact details online. Further to this, interested vendors would be invited to submit their documents via Smart Source (Cairn's e-Sourcing Platform).