

INTERNATIONAL COMPETITIVE BIDDING (ICB) FOR POLYMER VALUE CHAIN DIGITALIZATION IN OIL & GAS FACILITIES BARMER, RAJASTHAN

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 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 & 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.

The Operator on behalf of itself & Joint Venture (JV) partner(s) invites interested contractors with proven capabilities & performance record of accomplishment in similar requirement to express their interest to participate in the International Competitive Bidding (ICB) Process for **"PROVISION OF POLYMER VALUE CHAIN DIGITALIZATION FOR RAJASTHAN BLOCK: RJ-ON-90/1"**.

The objectives towards implementation of end-to-end polymer value chain digitalization are to have reliable inventory tracking system with optimized inventory management to maintain adequate supply of polymer stock, automated and contactless quality checks of incoming polymer stock along with quality check of incoming water supply to Central Polymer facility, maintain quality of polymer solution prepared at Central Polymer Facility with real time calibrations, check and optimize the polymerized injection at wellheads to maximize recovery and to develop dashboards with real time data for easy overview of the complete process.

Scope of Work shall broadly include:

- Analyse, identify and optimize the bottlenecks in end-to-end Polymer Value Chain. This includes digitalization of inventory tracking and its optimization.
- Supply of software, licenses, hardware platform and necessary instrumentation, equipment's.
- Deploy Manpower and materials to carry out onsite modifications / changes / developments of all kinds on existing systems and facilities.
- Data collection, as required and uploading existing data in the newly supplied software platform.
- Integration of the SAP, Process Historian, LIMS (Laboratory Information Management System), Power BI, existing maintenance data etc.

Interested companies / consortiums meeting following criteria should respond to this EoI:

1. Bidder Should have completed, minimum 2 projects for digitalization of complete value chain of similar processes.
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 shall not be less than 1 in each of the preceding Two (02) financial years.

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. In case of consortium, bidder is required to provide Memorandum of Understanding (MoU) executed by the consortium partner. The MoU should indicate the scope of work to be performed by the respective consortium member expressed as a percentage of Contract value. Each consortium partner should themselves individually meet the financial evaluation criteria namely, turn over, 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 for required value.
- iv. 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.
- v. 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.
- vi. All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation
- vii. Latest audited financial statement should not be older than 12 months from the date of EoI.

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 within 14 days from the date of publishing of this EoI. Further to this, interested contractors would be invited to participate in the tender via Smart Source (Cairn's e Sourcing Platform).