



WE FUEL AMAZING

CAIRN INDIA LIMITED

EXPRESSION OF INTEREST (EOI) FOR PROVISION OF SECURITY SERVICES AT CB/OS-2 ONSHORE FACILITIES (HAZIRA-SURAT, TENA, ANKLESHWAR & OTHER FUTURE SITES IN GUJARAT).

Cairn India Ltd is the Operator on behalf of Joint Venture partners ONGC, Tata Petrodyne & CIL for CB/OS-02 facilities in Hazira-Surat, Tena, Ankleshwar and other future sites in Gujarat. CIL has decided to pursue sourcing options and seeks expression of interest from suitable contractors for providing general guarding/ security services. CIL intends to pre-qualify contractors to include reputed companies for issue of the tenders through this EOI. The scope of work of the contractor is to provide security services by deploying suitable qualified, equipped and trained personnel round the clock at the required sites including static patrolling.

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 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

1. The core Security Managerial staff will be from CIL.
2. The following category of security personnel / services will be required.
  - Guards both Ex-servicemen/ civil category.
  - Supervisors ( Ex-servicemen category only )
  - Assistant Security Officer ( ASO ) (Ex-servicemen category only)
  - 4x2 Wheel Drive light vehicles with airbag for approx. kilometre run of 100 kms per day for General Security Services for 24 hrs.
3. Only those contractors who are properly registered in accordance with Private Security (Regulations) Act, 2005 and comply with all the requirements given below should respond to this notice. Contract shall be for period of three years subject to annual review and termination at short notice in case of breach or inadequate performance.
  - Reputed with proper registration and in possession of valid updated licenses i.e. fully compliant in terms of labour laws etc and PSARA in particular.
  - Bidders should have previous Experience in Providing Industrial Security Services.
  - Details of current commitments.
  - Bidders to provide Client reference List with Experience Certificate.
  - Have maximum professional security specialists (Ex defence, Police, CISF ) on their panel as indirect employees/management staff and the third party guards preferably with focus on oil & gas sector. All supervisory staff will be Ex servicemen only.
  - Sufficient resources (financial & manpower) with professional management, organization and business support to deliver the required services.
  - Good/ demonstrated knowledge of local conditions/ environment prevailing in the area of operations.
  - Commitment and capability to adhere to company's high standards of health, safety, security and environment.
  - Have a training facility and a formal syllabus for the training of the guards etc.
  - Commitment to provide good working conditions for the guard force Ability to ramp up additional quantity of manpower on emergent basis at short notice to ensure peak performance.
  - Vendors must have a robust organizational structure to support the deployment at all times.



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- Company should have License for Deployment of Private Security Guards from State/Competent Authority.
  
- 4. General requirements :
  - Name of the parent Company/proprietor.
  - Name, Address, Phone, E-mail of the company that would execute the contract.
  
- 5. Statutory Compliance : Enclose the copy of statutory and additional affiliations/ certifications as under duly stamped and signed off by Regional Mgr.
  - Registration under Shops and Establishment Act.
  - Valid PSARA
  - PF
  - ESI
  - Service tax registration certificate
  
- 6. Escalation Matrix and Organogram
  - Define escalation matrix up to Chief Executive Officer (CEO) level with contact numbers and location in case of requirement of Cairn to interact with senior operations management in hierarchy.
  - Include details of Organogram/hierarchy upto regional level.
  
- 7. Systems :
  - Detail performance oriented HSE Policy & Procedures, Medical and Insurance Policy
  - Attendance Verification Systems for Security Personals
  
- 8. Company'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 financial statement should not be older than 18 months on the date of submission of response to Expression of interest. The following financial evaluation criteria will be used for evaluation of financial standing and the vendors not meeting any of the criteria shall be disqualified from the bidding process –
  - a. Net Worth – Positive net worth of at least USD 0.054 MM in each of the immediately preceding two financial years
  - b. Turnover - Annual Average turnover in each of the immediately preceding two financial years should be approx. USD 0.54 MM

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 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. In case of consortium, the financials of the leader of the consortium (in whose name the bid is submitted) will be evaluated. However, consortium partner's financials can also be considered subject to submission of corporate guarantee by consortium partner. This should be clearly mentioned in the EOI response.



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- 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

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