



GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE BASIS FOR SUPPLY AND OPERATION OF RENTAL UNITS FOR ENHANCED OIL RECOVERY OPERATIONS IN RAJASTHAN BLOCK.

Cairn Oil & Gas, Vertical of **Vedanta Limited** is the Operator of the Onshore RJ-ON-90/1 block and Offshore CB-OS/2 and RAVVA, on behalf of itself and its Joint Venture (JV) partners seeks an Expression of Interest (EOI) from experienced Contractors (Both Indian & International) under **International Competitive Bidding** Process for Supply and Operation of **Rental Units for Enhanced Oil Recovery** Operation. Cairn, Oil & Gas Vertical of **Vedanta Limited** on behalf of itself and its JV partners invites EOI for Projects under ICB process from Contractors with demonstrated HSE performance and proven track record

Cairn Oil & Gas, Vertical of **Vedanta Limited** intends to carry out Injection for Chemical Flooding in the Rajasthan Field. The Contractor's scope of work shall include supply of various equipment and units on Rental basis including setup, commissioning and operationalizing of the units. The Contractor shall also supply the necessary manpower for Operation and Maintenance of the full system during the period of operation.

Brief Scope of work:

Cairn Oil & Gas, Vertical of **Vedanta Limited** intends to carry out Injection for Chemical Flooding in the Rajasthan Field. The vendor's scope of work shall include supply of various equipment and units on rental basis including setup, commissioning and operationalizing of the units. The vendor shall also supply the necessary manpower for Operation and Maintenance of the full system during the period of operation.

The typical units of rental and operation basis shall include but not be limited to:

- Storage Vessels
- Heating Units
- Mother Solution Preparation Units or Mother Solution Dilution and Mixing Units
- High Pressure Pumps
- Water Filtration Units
- Utility Units
- Data Acquisition and Storage Units
- Miscellaneous Items

Specific Pre-Qualification Criteria (Go/No-Go Criteria):

Technical

- Contractor should have demonstrated prior experience for supply and operation of rental units for polymer / chemicals; the experience could either be for preparation / mixing such polymer / chemicals in industrial applications.

Financial

- a. Net Worth – Positive net worth of at least in each of the immediately preceding two financial years
- b. Turnover – Annual Turnover of the Vendor in immediately preceding two financial years should be equal or more than the estimated average annual contract value.
- c. Liquidity – Liquidity ratio in each of the preceding two financial years shall not be less than 0.60

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. Letter of interest clearly indicating the Project reference clearly indicating the EOI reference along with company information detailing their nominated management, staff, and business process support.
2. Detailed Company Information with Organisation structure, List of manpower with CVs of key personnel, Plant and Machinery list mentioning year of manufacturing, Support agencies and other facilities & resources.
3. Details of completion of similar type of projects in the last five years under headings:
 - a. Brief scope of work
 - b. Value of work in INR/USD
 - c. Contractual Duration
 - d. Actual completion of Project
 - e. Clients name
 - f. Contact details of the Client (CIL may approach the client directly for the feedback)
 - g. Safety Certification / Inspection of plant and machineries
 - h. HSE statistics, LTI graph etc.
4. Typical Project Planning and Execution methodology.
5. Documents in support of manufacturing & supply capabilities: Companies are requested to submit details of their:
 - a. Availability to provide Skid based polymer injection units
 - b. Prior International experience on similar projects. Bidder shall also submit a separate list of contracts executed with contract value.
 - c. Ability to provide skilled manpower to carry out such project
6. List of all jobs under execution with the value of the Job and percentage completion.(With particular emphasis on project of similar magnitude carried out in Oil and Gas Sector)
7. Experience of working in similar terrain.
8. HSE policy and implementation procedures in line with internationally accepted practices with statistics for last four years.
9. Quality assurance & Quality control practices currently in place for the execution of similar work /services.
10. 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 in each of the immediately preceding two financial years
 - b. Turnover – Annual Turnover of the Vendor in immediately preceding two financial years should be equal or more than the estimated average annual contract value.
 - c. Liquidity – Liquidity ratio in each of the preceding two financial years shall not be less than 0.60

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. 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.
- iii. 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 15 days of publication of Expression of Interest.

The interested parties should evince interest to participate in the respective Expression of Interest by clicking on the “**Evince Interest**” link against the corresponding EOI listing on the Company’s website i.e. <http://www.cairnindia.com>. Further to this, interested Contractors/ Parties would be invited to submit their response via **Smart Source (Cairn’s e-sourcing Platform)** and required to furnish the requisite documents within 14 (Fourteen) days from this publication.

Vedanta, a diversified natural resources company produces zinc – lead – silver, copper, iron ore, aluminium, oil & gas and commercial power, across four continents.

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