



**EXPRESSION OF INTEREST (EOI) FOR PROVISION OF RoU (Right of Use) MAINTENANCE SERVICES
THROUGHOUT MANGALA DEVELOPMENT PIPELINE IN GUJARAT & RAJASTHAN**

Cairn India Ltd. ("CIL") is the operator of block RJ-ON-90/1 in India. The Block contains a number of major oil discoveries including the Mangala field. A pipeline is laid to transport crude oil from the Block at Barmer, Rajasthan to coastal terminal facility in Gujarat and to sell crude oil to coastal customers through Single Point Mooring (SPM) system installed in Arabian Sea near Bhogat, Gujarat in India.

CIL operations involve crude oil transport from Barmer, Rajasthan to Bhogat in Gujarat through a ~675km of 24" continually heated pipeline. 8" umbilical gas pipeline is laid from Rageeshwari Gas terminal to Bhogat terminal for supplying fuel gas for heating of crude Pipeline. The 24" Crude pipeline is heated through SEHMS system powered by 38 nos Above Ground installation (AGI) located along the pipeline. CIL has crude storage & dispatch terminals at Radhanpur and Viramgam, spur lines to RIL and EOL refineries at Jamnagar and coastal terminal at Bhogat with Marine facilities for Oil export to coastal refiners. The pipeline has 30m RoU for carrying out any maintenance activities.

CIL on behalf of itself and its joint venture partner's invites interested contractors with proven capabilities and demonstrated performance in similar requirement to express their interest for pre-qualification to participate in the National Competitive Bidding Process ("NCB") for the 'Provision of ROU Maintenance Services at Rajasthan and Gujarat"

Interested parties meeting following criteria should respond to this Eoi:

- Annual Turnover in each of the immediately preceding two (2) financial years should be greater than or equal to estimated Average Annual Contract Value.
- Positive net worth in each of the immediately preceding two (2) financial years.
- Liquidity ratio in each of the preceding 2 financial years shall not be less than 0.6
- Minimum 3 years' experience as RoU Maintenance Service providers / contractors for cross country Oil and Gas Pipelines.

Scope of Work broadly includes:

Comprehensive civil maintenance related works inside ROU (approximate 30m width) including various crossings, and river banks etc all along the pipeline and broadly encompasses the following:

- Liaison with different authority / farmers for carrying out the various maintenance activities.
- Supply & installation of the pipeline markers as per company specifications Viz. Boundary Marker , Warning Marker , Km Marker, Aerial Marker, Direction Marker, External Painting & Protective anti-corrosive Coating as per specification
- Excavation and Earth Work Restoration on Pipeline ROU.
- River bank Restoration
- Restoration / repair of roads
- Restoration of damaged / fallen CP TLP Post
- Demolition of Permanent / Temporary structures / Cutting of trees/ bushes inside ROU



Bidders are requested to submit the following pre-qualification documents as a minimum:

1. Letter of interest clearly indicating the Project reference
2. Details of experience/technical requirements:
 - a. Experience details in provisioning RoU Maintenance Services including contract value, contract duration. Contact details from the earlier projects shall be provided by the bidders.
 - b. Experience in providing similar services in remote locations
3. Organizational outline proposed for supporting these services
4. Details of experience in liaising with statutory bodies for RoU maintenance.
5. Details of Manpower and Equipment for carrying out RoU maintenance activities.
6. HSE Management System/ HSE Policy, HSE Manuals and Procedures.
7. Quality Management System/Quality policy, Quality Manuals and Procedures.
8. LTI statistics for past 3 years
9. Valid Quality and HSE certifications (ISO, OSHAS, etc)
10. Company's financial performance documents (Audited Balance sheets, Profit and Loss Account & cash flow statement , Auditors Report and Notes to Accounts etc.) for last 2 (two) years. Latest financial statement should not be older than 12 months on the date of submission of response to Expression of interest.

Following additional points will be considered for evaluation of financial performance:

- a) 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.
- b) 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.
- c) 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.
- d) 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.
- e) All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation

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 India Limited website i.e. <http://www.cairnindia.com> and submit their contact details online. Further to this, interested contractors 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 Fourteen (14) days of publication of this EOI.