



CAIRN INDIA LIMITED

GLOBAL EXPRESSION OF INTEREST/ PRE-QUALIFICATION FOR PETROLEUM ENGINEERING (ARTIFICIAL LIFT) REQUIREMENTS FOR RJ-ON-90/1, CB-OS/2 AND RAVVA BLOCK

Cairn India Ltd (“CIL”) is the Operator of the Onshore RJ-ON-90/1 block and Offshore CB-OS/2; RAVVA, on behalf of itself and its Joint Venture (JV) partners seeks an Expression of Interest (EOI) from suitably experienced Contractors (Both Indian & International) under International Competitive Bidding Process for Provision of Artificial Lift requirements. The Contractors having sufficient experience and can conduct the work in India, shall be considered.

The services covered under this EOI are listed below and the pre-qualification for each service will be done independently.

Sl. No.	Category	Services	Description
1	Artificial Lift	Jet Pump – Supply & Services	Jet Pump has been adopted as primary & secondary Artificial Lift System (ALS) in Cairn Assets. The scope includes the provision of supply of Reverse circulation Jet Pumps & associated spares.
2		SRP – Downhole pumps (Supply)	SRP has been identified as the primary ALS in Cairn Assets. Application of both Conventional (horse head) & Unconventional (LRP/HRP) systems has been identified. Scope includes provision of supply of downhole system for both conventional & Unconventional SRP systems.
3		SRP – Conventional Surface system (Supply)	SRP has been identified as the primary ALS in Cairn asset fields. Scope includes provision of supply of surface systems for conventional SRP systems.
4		SRP – Unconventional (LRP/HRP) Surface system (Supply)	SRP has been identified as the primary ALS in Cairn Asset fields. Minimize the footprint, application of Linear Rod Pump (LRP) & Hydraulic Rod Pump (HRP) has been identified. Scope includes provision of supply of unconventional surface systems.
5		SRP – Services	Provision of services for installation, maintenance and dismantling of the conventional & unconventional SRP systems.
6		PCP – Supply & Services	PCP has been identified as primary ALS in Cairn assets. Scope includes provision of supply of PCP (including Insert PCP) systems (downhole & surface) and services associated with installation & maintenance of the same.
7		ESP – Supply & Services	ESP has been identified as ALS in Cairn Assets. Scope includes provision of supply of ESP systems (downhole & surface) and services associated with installation & maintenance of the same.

CIL on behalf of the JV partners invites reputed Contractors (both Indian and International) with demonstrated HSE performance to express their interest to participate in pre-qualification as bidders and to participate in International Competitive Bidding Process (“ICB”) process. In view of the nature of the scope, only those suppliers/ Contractors having proven track records in executing similar job should respond to this notice.

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/ Contractors 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



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1. EOI evaluation will be done based upon following criteria **Go/No Go criteria:**

For SI. No. 1-

- a) Design, Engineering & manufacturing of Oil master Jet Pump
- b) Bidders shall have minimum 3 years of experience of providing JP supply & associated services either directly or through a consortium.
- c) HSE management and Capability to comply with safety norms and CIL Safety Standards.

For SI. No.2-

- a) Design, Engineering and Manufacturing of downhole pump for Conventional/Unconventional SRP
- b) Bidders shall have minimum 3 years of experience of providing SRP downhole pump supply either directly or through a consortium.
- c) HSEQ management and Certifications.

For SI. No. 3-

- a) Design, Engineering and Manufacturing of Conventional SRP Surface system.
- b) Bidders shall have minimum 3 years of experience of providing SRP surface system supply & associated services either directly or through a consortium.
- c) HSEQ management and Certifications.

For SI. No. 4-

- a) Design, Engineering and manufacturing of Un-conventional SRP - Linear Rod Pump/Hydraulic Rod Pump (Surface equipment)
- b) Bidders shall have minimum 3 years of experience of providing unconventional SRP surface system supply & associated services either directly or through a consortium.
- c) HSEQ management and Certifications.

For SI. No. 5-

- a) Bidders shall have minimum 3 years of experience of providing services related to installation & maintenance of surface unit & equipment.
- b) HSE management and Capability to comply with safety norms and CIL Safety Standards.

For SI. No. 6-

- a) Design, Engineering and manufacturing of PCPs (mainly downhole pump/ Drive head). (Not Applicable for IPCP)
- b) Bidders shall have minimum 3 years of experience of providing PCP supply & associated services (relevant experience required for IPCP) either directly or through a consortium..
- c) HSE management and Capability to comply with safety norms and CIL Safety Standards.

For SI. No. 7-

- a) Design engineering & manufacturing capability of ESPs (downhole pump, motor, seal & gas handler)
- b) Bidders shall have minimum 3 years of experience of providing ESP supply & associated services either directly or through a consortium.
- c) HSE management and Capability to comply with safety norms and CIL Safety Standards.

- 2. Letter of interest clearly indicating the Project references.
- 3. 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.
- 4. 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
 - 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



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h. HSE statistics, LTI graph etc.

5. Typical Project Planning and Execution methodology.
6. In case of consortium, leader of the consortium shall be evaluated for experience.
7. 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)
8. Experience of working in similar terrain.
9. HSE policy and implementation procedures in line with internationally accepted practices with statistics for last four years.
10. Quality assurance & Quality control practices currently in place for the execution of similar work /services.
11. 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 12 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 networth of atleast 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. 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.
- 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.
