 

**GLOBAL EXPRESSION OF INTEREST (EoI) UNDER INTERNATIONAL COMPETETIVE BIDDING (ICB) BASIS FOR PROVISION OF SPM TERMINAL OPERATIONS AT RAVVA BLOCK, INDIA**

**Cairn Oil and Gas**, a vertical of **Vedanta Limited** is the Operator on behalf of itself and Joint Venture (JV) partners Oil & Natural Gas Corporation (ONGC) Ltd., Videocon Industries Limited (VIL), Ravva Oil Singapore Pte Ltd (ROS) of the Ravva block PKGM-1 (the “Block”) located in Krishna Godavari Basin , in the state of Andhra Pradesh, India.

It operates eight offshore platforms, one SPM, network of sub-sea pipelines and one onshore processing terminal having a capacity to process around 50,000 bopd of crude oil, 2.2 mmscmd of natural gas, 110,000 bwpd of injection water and 1.0 million barrels of crude oil storage in East Godavari District, Andhra Pradesh, India.

The Operator on behalf of itself & Joint Venture (JV) 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 International Competitive Bidding Process for the **‘‘PROVISION OF SPM TERMINAL OPERATIONS AT RAVVA BLOCK, INDIA”**

The Operator intends to avail the services of terminal operators to carry out the tanker mooring, loading, Un-mooring operations & routine maintenance of SPM for period of Two Years. This shall include the services of following:

1. Pull Back Tug
2. Line Boat
3. Mooring Master
4. Asst. Mooring Master
5. Divers

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

1. Minimum 5 years' experience in Oil & Gas Industry w.r.t. SPM Terminal Operations
2. Ownership of minimum two Offshore Vessels
3. ISM Compliance
4. Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value.
5. Positive net worth in each of the immediately preceding two financial years.
6. Liquidity ratio shall not be less than 1 in each of the preceding Two (02) financial years.

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

1. Letter of interest clearly indicating the project reference and detailed company organizational structure / information.
2. Experience of executing SPM Terminal Operations, preferably in hydrocarbon industry in India - 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 (Operator may approach the client directly for the feedback) g) HSE statistics, LTI graph etc.

1. Completion certificate along with copy of work order/ project details (stating scope of work, project value, commencement date, completion date, and location of work) must also be provided.
2. Detailed Project planning and Execution methodology.
3. Details of Key Members who shall be involved in the Project execution including their experience levels.
4. Details of fleet of vessels under ownership/ management of the company. Certificate of Registry of minimum 2 vessels owned by the Company.
5. Company’s Compliance to ISO, ISM or other Quality Assurance in place for the execution of similar work.
6. List of policies, procedures, emergency management system and quality assurance practices currently in place for the execution of similar work.
7. HSE Management Systems, Policies and supporting documentation demonstrating compliance to HSSEQ questionnaire.
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 12 months on the date of submission of response to Expression of interest.

Also Note –

1. 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.
2. Where the bidding entity is unable to meet the Financial Evaluation Criteria, Parent/Holding Company Audited Financials can be considered, subject to:
3. Submission of Financial guarantee in the form of 10% Bank guarantee of contract value.
4. Commitment Letter from Parent/Company to provide financial support to the bidding entity.
5. In case of consortium, Memorandum of Understanding (MOU) executed by the consortium members needs to be submitted. The MOU shall indicate the scope of work to be performed by the respective consortium members expressed in percentage terms. 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.
6. 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.
7. 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 contractors should evince interest to participate in the Expression of Interest by clicking on the “[Evince Interest](file://cildelvwinvnx01/Document/2017-2018/01.%20SERVICES/01.%20RAJASTHAN/RJ-%20Sheetal/In%20Progress/6000004288%20Lighting%20and%20earting%20manpower%20for%20MPT%20and%20RGT/TC%20Papers/Procurement%20Execution%20Strategy/Evince%20Interest)” link for the corresponding EoI listing on the Cairn Website i.e. [http://www.cairnindia.com](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.