



CAIRN ENERGY INDIA PTY LIMITED

(Incorporated in New South Wales, Australia ACN 002066784)

EXPRESSION OF INTEREST (EOI) FOR PROVISION OF SECURITY SERVICES FOR OIL & GAS PIPELINE AND INSTALLATIONS IN RAJASTHAN & GUJARAT-2010-2011

Cairn Energy India Pty Limited, "CEIL" is an independent, public oil and gas exploration and production company listed on NSE & BSE. Cairn India through CEIL has decided to pursue sourcing options and seeks expression of interest from suitable contractors for providing guarding /security services and beat patrol services for its gas and oil pipeline/spurs(passing through 2 States and 232 Villages) 36 Above Ground Installations (AGIs), terminals at , Radhanpur and Viramgam , and four office facilities, in Rajasthan and Gujarat. The core Security Managerial staff will be from CEIL. The competitive bid system will be followed for selected stretches of pipeline /terminals wherein security service contractors (proprietor/company)will be eligible to participate in any one stretch /identified installation/specific role along the pipeline to encompass any one the following. The selection of a bidder for one spread will automatically exclude him from second spread. The spread description for the purpose of bidding is as under;

Spread 1(approx 150-170 guards/supervisory staff, and 6 to 8 vehicles)

- AGI 1 to AGI 8 and Mangala Terminal
Total 8 AGIs, and one security control room

Spread 2(approx 330 -350 guards /supervisory staff and 10 -13 vehicles)

- AGI 9 to 23.- 13 AGIs
Total 17 AGIs

Spread 3(approx 250 to 270 guards/supervisory staff and 10 to 12 vehicles)

- AGI 24 to 33- 11 AGIs
Reliance/Essar spur lines
Jamnagar and Rajkot Offices
Total 11AGIs,two spur lines and two offices

Spread 4 (approx 80 to 100 guards/supervisory staff and complement of 4 vehicles) Provision of guards at two terminals and one office

- Viramgam Terminal
- Radhanpur Terminal and the security control room
- Gandhinagar Office

Spread 5 (approximately 30 to 40 guards /supervisory staff ,tracker dogs and 8 to 10 vehicles)

Provision of Beat patrol as a central services along the pipeline stretch from AGI 1 to AGI 36 to ensure the efficient operation of the security services .

Provision of additional guards/supervisors for specific short term requirement such as guarding of Hi Pot test sites , excavation sites, special escorts etc and any emergent requirement as identified by Cairn from time to time upto 10 % additional manpower would also be in scope.

The pipeline project encompasses a main 24” Oil Export Pipeline and a 8” Gas (fuel) Pipeline of approximately 670 km, pumping / terminals and related facilities for the transportation of 1, 50,000 to 1, 75,000 barrels of crude oil per day from the upstream process terminal at the Mangala field, to the downstream terminal point on the Gujarat coast at Bhogat, in Jamnagar District.

CEIL intends to pre qualify contractors to include proprietors /companies for issue of tenders through this EOI. 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 an initial period of one year. CEIL seeks expression of interest (EOI) from suitably experienced Security contractors, for the work which broadly encompasses the following/should have the following capability/qualifications:

- Reputed with proper registration and in possession of valid updated licenses ie fully compliant in terms of labour laws etc.
- Having adequate experience in providing industrial security with minimum turnover of Rs 1.5 Crores .
- Have maximum professional security specialists (Ex defence, police, CISF) on their panel of employees preferably with focus on oil & gas sector with 30 to 60 % ex servicemen. All supervisory staff will be preferably Ex servicemen only.
- Capability to provide maximum ex-servicemen and civilians from local areas as per company policy with extensive demonstrated knowledge of existing environmental conditions.
- Previous experience in handling security operations in typical pipeline based O and G, environment and ability to handle and integrate long distance surveillance and security systems and operations.
- Ability to develop logistics for security services, patrolling and quick reaction teams integrated with the static grid.
- 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 with a detailed breakdown of proposal of remuneration and facilities.
- Ability to ramp up additional quantity of manpower on emergent basis at short notice to ensure peak performance
- Ability to provide beat patrol services along the pipeline length to ensure cross monitoring /alert performance and high operational efficiency

Interested contractors who can fulfill all the requirements listed above may submit their response including the details and references stated above, in writing within 15 days of publication of this notice. The following category of security personnel /services will be required:

Guards both Ex servicemen /civil category.
Supervisors(Ex servicemen category only)
ASO
Site Managers.
Assignment Managers.
4WD light vehicles for approx kilometer run of 200 Kms run per day.
Tracker dogs(for beat patrol services)

A nominal roll of ex servicemen guards/supervisory staff who are envisioned to be deployed will be required to be submitted along with their age , identity card number ,fitness and background to include mobile number .

Letter of Interest with detailed Company information as under is required:

- a. Name of the parent Company/proprietor.
 - b. Name, Address, Phone, E-mail of the company that would execute the Contract.
 - c. Organization Structure.
 - d. Size of Departments.
 - e. Procurement system & procedures of the company including size of Procurement
- Company's Financial Performance Documents , i.e. Audited Balance Sheets, Profit and Loss Account & Cash Flow Statements for the last 3 years & following details required separately:
- a. Company Turnover based on last 3 audited Financial statements.
 - b. Company's Net Worth based on last 3 audited Financial statements.
 - c. Working Capital based on last 3 audited Financial statements.
 - d. Banker's name, Address and preferably a Solvency certificate from the bank indicating the credibility limit in financial terms.
- . Experience as under is required:
- a. Lists of similar projects successfully executed in the last three years or currently under execution in India or abroad with completion certificates as applicable.
 - b. Separate List of similar Contracts executed in the last three years
 - c. Should have never been black listed by Govt./PSU/Cairn India/Reputed Company
 - d.. Should be registered with service tax authority(as applicable)

Manpower Details as under be furnished:

- a. Details of Key Members who shall be involved in the Project execution including their experience levels.
- b. Copy of current ISO Certificate or other certifications as applicable.
- c. Certification of the Companies QA system by an accredited certification body.
- d. QMS of the Company.
- e. Dedicated QA Staff in the company.
- f. Copy of registration certificates (Labour Law, EPF ,PSARA ,ESI/WCA ,DGR registration ,Service Tax etc. as applicable)

The vendor is also required to provide a photo of the Proprietor/MD and the external office premises with corporate staff. The photo should clearly show the name of the security agency, prominently on the display board outside the premises .A separate photograph should also show

the interior of the office and the equipment such as fax machine /computer and telephone etc along with letterhead of the security agency

The envelope should be subscribed with “**Reference No. CEIL/P&SCM /EOI/POSS---**All information and documentation shall be provided at address below within 10 days of publication of this EOI by e-mail, as attached PDF file and via courier to:.

Director - P&SCM
Cairn Energy India Pty Limited
Tower A, Paras Twin Tower, Sctor Road .
Sector 54. Gurgaon 122 002 (Haryana)
E-mail: rjnprocurement@cairnindia.com
www.cairnindia.com

The envelope shall be super scribed with “**PROVISION OF SECURITY SERVICES FOR OIL&GAS PIPELINE AT RAJASTHAN& GUJARAT ,PRE QUALIFICATION 2010-2011**”