

**GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE BIDDING (ICB) FOR PROVISION OF SERVICES (INCLUDING OPERATION & MAINTENANCE) OF GAS ENGINE DRIVEN RECIPROCATING COMPRESSOR PACKAGES ON RENTAL BASIS IN BARMER, RAJASTHAN**

Vedanta Group has \$30bn revenue and \$10bn profit and further plans to invest \$20bn in next 4-5 years for the expansion of brownfield capacity and setting up green field capacity for oil and gas, renewable energy, display glass, semiconductor, mining and smelting. Vedanta is one of the leading players in the market.

Cairn Oil & Gas, Vedanta Ltd., is India's largest private oil and gas exploration and production company having current interest in 62 blocks and accounting for more than a quarter of India's domestic crude oil production. Cairn Oil & Gas has a vision to achieve 50% of India's crude production and contribute to India's energy security.

Vedanta Ltd. on behalf of itself and its Joint Venture (JV) partner, Oil and Natural Gas Corporation (ONGC), invites interested Partners with proven capabilities and demonstrated performance in similar requirement to express their interest for participating in the **International Competitive Bidding (ICB) for supply of gas compression package rental services with all its accessories such as Inlet cooling system, scrubbers, air coolers, piping, instrumentation & control systems, automated valving, electrical system and others including engineering, procurement, supply, construction and commissioning of gas compression package**. Operator intends to install gas engine driven reciprocating compressor package units including its operation and maintenance, for transportation of natural gas from the well-pad to Gas Processing Terminal in Barmer, Rajasthan.

### **Brief Scope of Work:**

The gas ~3.0 MMSCFD after initial processing transfers to suction of reciprocating rental gas compressors (-2X1.5 MMscfd) and pressure of the gas increases from ~2 barg to minimum ~40 barg and maximum ~60 barg. The scope of work for this proposal shall broadly include:

- End-to-end engineering of the proposed gas compression package (incl. other ancillary equipment) based on above mentioned capacity, technology/process license finalized.
- All supply, procurement, construction, & commissioning activities.
- Integration with existing gas well pads equipment (as applicable).
- Compliance to present guidelines/standards of OISD and other regularities body (PESO/DGMS) etc.
- Driver: gas engine driven.
- Complete O&M Services of the supplied package/s.

### **TECHNICAL GO - NO - GO:**

APPLICANT should have executed at least one (01) Project on EPC / LSTK / on rental services basis (operation and maintenance) for Gas compression package in a single location through single contract for minimum one (01) year duration in past ten (10) years.

APPLICANT shall submit the following documents in support of seeking pre-qualification:

Past track record: The APPLICANT shall submit the past track record of executing the projects of similar nature and magnitude in past ten (10) years identifying the qualifying projects meeting above criteria with following details:

- a. Name of the Project
- b. Client Name / Location of Project
- c. APPLICANT's Brief Scope of Work
- d. APPLICANT's Value of work INR/USD

- e. Contractual Duration
- f. Actual completion of Project
- g. Completion Certificate from users (or equivalent documents)
- h. Contact details of the Client (Operator may approach the Client directly for the feedback reference along with completion certificates from user(s))

**Note:** In case, the interested party is in Consortium arrangement, then in such scenario

- a. Lead member of the Consortium shall be evaluated by Company for technical criteria. For avoidance of doubt, it is clarified that in such arrangement, the Lead member should be managing the Operation and Maintenance services during the duration of Contract.
- b. The financials of the leader of the consortium (in whose name the bid is submitted) will be evaluated. However, consortium partners' financials can also be considered subject to submission of corporate guarantee by such consortium partner as per the Company's format.

**FINANCIAL GO - NO - GO:**

- a. Positive net worth in each of the immediately preceding two financial years.
- b. Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value. In case of tenders for a duration less than a year, Turnover in each of the immediately preceding two Financials years should be equal to or more than the estimated contract value.
- c. Liquidity ratio shall not be less than 1 in each of the preceding Two (02) financial years.

**Interested parties are requested, as a minimum, to submit the following documents and details:**

- a. Letter of interest from interested party on their Letter Head clearly specifying the qualifying projects.
- b. List of current ongoing contracts of similar nature under execution.
- c. Project Execution & Management / Planning & Scheduling methodology.
- d. Details of service centers in India / Asia / Far East to extend prompt after sales support.
- e. Health Safety and Environment (HSE) policies, HSE Safety Manual / Procedures, HSE Organogram in-line with internationally accepted practices and HSE performance statistics (LTIFR, FAR, MVAFR) for last five (3) years.
- f. HSE certification / accreditation / safety award / reward / recognition received & experience.
- g. Quality Manual, Policies and Procedures, Quality organogram in line with internationally accepted practices along with list of quality trained resources and competency matrix
- h. Copies of ISO certifications for ISO 9001, ISO 14001, OHSAS 18001, other statutory certification like DGMS, ASME U stamp, API etc.
- i. Procedures/ Systems for subcontractors & vendors evaluation and appointment
- j. Details of litigations in last 3 years
- k. Financial performance documents (Audited Balance sheets, Profit and Loss statements etc.) for last two (02) years.

**Additional points to 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 as described under (ii). This should be clearly mentioned in the tender.

- b. Where the bidding entity is unable to meet the Financial Evaluation Criteria, Parent/Holding Company Audited Financials can be considered, subject to:
  - a) Submission of Financial guarantee in the form of 10% Bank guarantee of contract value
  - b) Commitment Letter from Parent/Company to provide financial support to the bidding entity
- c. In case of consortium, bidder is required to provide Memorandum of Understanding (MoU) executed by the consortium partners. The MoU should indicate the scope of work to be performed by the respective consortium members expressed as a percentage of contract value. Each consortium partner should themselves individually meet the financial evaluation criteria namely, turnover, net worth and liquidity in proportion to the percentage of work to be performed by them. The Performance Bank Guarantee (PBG) will have to be submitted by individual consortium partners in the ratio of work being performed unless the leader takes responsibility of the complete consortium in which case, leader can submit PBG of required value.
- d. 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
- e. 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.
- f. All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation.

EOI submission shall be complete with the above requested information.

The interested parties 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 i.e., [www.cairnindia.com](http://www.cairnindia.com). Further to this, interested parties would be invited to submit their response via **Smart Source** (Cairn's e-Sourcing Platform). The interested parties would be requested, as a minimum, to submit the above documents and details for prequalification via Smart Source within **seven (07) days** of date of publication of Expression of Interest.