



## **GLOBAL EXPRESSION OF INTEREST FOR INTEGRATED DEVELOPMENT SERVICES FOR SURFACE FACILITY WORKS WITHIN RJ-ON-90/1 BLOCK, RAJASTHAN**

Vedanta Ltd. is the world's 6<sup>th</sup> largest diversified natural resources conglomerate with business operations in India, South Africa, Namibia and Australia. It is a leading producer of Oil & Gas, Zinc, Lead, Silver, Copper, Iron Ore, Steel, Aluminium & Power. Vedanta contributes 1% towards India's GDP, as per IFC. We are investing \$9 Bn in capital projects over the next 2 – 3 years to double our revenues from current levels of \$15 Bn.

Cairn Oil & Gas, Vedanta Ltd., is India's largest private oil and gas exploration and production company having current interest in 58 blocks and accounting for more than a quarter of India's domestic crude oil production. Cairn Oil and Gas has a vision to achieve 50% of India's crude production and contribute to India's energy security. Cairn on behalf of itself and its Joint Venture ("JV") partners, Oil and Natural Gas Corporation ("ONGC"), for the contracted area RJ-ON-90/1 located in Barmer in Rajasthan, India, issues this EOI for the development services in EPC mode under International Competitive Bidding ("ICB"). Bids are invited from reputed EPC companies with surface facility development capabilities with demonstrated HSE performance and proven track record with capabilities in Engineering, Procurement, Construction and Commissioning of surface facilities.

### **Brief Scope of work**

Company intends to enhance the capacity of existing Oil and Gas well pads by hooking up new wells (upto 12nos) located on various well pads within RJ-ON-90/1 block. The well hook up activity mainly includes piping, civil, electrical and instrumentation works including augmentation and integration with existing well pad infrastructure. Brief scope of work mainly includes Engineering, Procurement, Fabrication, Inspection & Testing, Site establishment, Erection and Installation at site, Pre-Commissioning & Commissioning, Project and Construction Management, Interface management, Integration with existing facilities in brown field environment.

### **PRE-QUALIFICATION CRITERIA**

**NOTE: APPLICANT** wherever referred to in this document, would mean the leader of CONSORTIUM of Oil & Gas Services/ EPC Companies (in case the bidder applies as a CONSORTIUM) or an Oil & Gas Services/EPC Company itself (in case the bidder applies as an individual company). Additionally, APPLICANT will be required to meet the below mentioned pre-qualification criteria to legitimately express interest for collaboration with Cairn Oil and Gas.

### **Technical Performance**

Applicant should have completed at least 3 oil & gas projects on EPC basis comprising of processing/ gathering station each having capacity of at least 30000 BLPD in the last 7 years.

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

1. Letter of interest clearly indicating the qualifying projects with following details:
  - a) Brief scope of work
  - b) Value of work in INR/USD
  - c) Contractual Duration

- d) Actual completion of Project,
  - e) Completion Certificate from users
  - f) Contact details of the Client (Operator may approach the client directly for the feedback) reference along with completion certificates from user(s)
2. Details of other similar EPC projects successfully executed in the last 7 years and those of currently under execution along with details requested under s. no. 1 above
  3. Detailed Project Execution methodology describing management of engineering, procurement, construction and commissioning phases of project.
  4. Details of Key Members who shall be involved in the Project execution including their experience levels.
  5. List of policies, procedures and quality assurance practices currently in place for the execution of similar work.

**Quality, Health, Safety and Environment (QHSE): APPLICANT (Bidder/all members of the consortium) must have a comprehensive Health, Safety and Environmental Management system in place.**

- **APPLICANTS** are requested to submit the following documents related to HSE:
  1. Quality and HSE Management System/ HSE Policy, HSE Manuals, procedure and sample HSE plan for similar nature of job.
  2. HSE statistics – fatality rate, LTIFR etc for the last 5 years

**Financial performance:**

1. Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value
2. Positive net worth in each of the immediately preceding two financial years
3. Liquidity ratio shall not be less than 1.00 in each of the preceding Two (02) financial years

APPLICANTS are requested to submit 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) financial years in the tender. Latest financial statement should not be older than 12 months on the date of Expression of interest.

**Additional points to be considered for evaluation of financial performance:**

- 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 tender.
- 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.
- 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

- 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" link against EOI listing on the Cairn website i.e. <http://www.cairnindia.com> within 14 days from this publication and submit their contact details online. Further to this, interested contractors would be invited for the participation via Smart Source (Cairn's e-Sourcing Platform).