

GLOBAL EXPRESSION OF INTEREST (EOI) FOR SUPPLY, SETUP AND OPERATION OF WATER TREATMENT PACKAGE FOR QUALITY IMPROVEMENT BEFORE INJECTION

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 & 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 and a vision to produce 50% of India’s crude production. The company on behalf of itself and Joint Venture (JV) partner(s) invites Expression of Interest (EOI) from global service / EPC companies and/or consortiums with Operation and Maintenance (O&M) capabilities to express their interest to participate in a prequalification under International Competitive Bidding (ICB) process for SUPPLY, SETUP AND OPERATION OF WATER TREATMENT PACKAGE FOR QUALITY IMPROVEMENT BEFORE INJECTION FOR OUR BLOCKS IN RAJASTHAN.

As part of this scope, the company intends to carry out treatment of ~200 k bpd water to improve the quality of injection water for one of its operating fields. Vendor’s responsibility would include technology Selection, Pilot Testing, Engineering, Procurement and Supply, Construction, Commissioning and Operation of water treatment package for treatment of ~200 k bpd water to improve the quality before injection in wells, as per required parameters,

PARAMETER	INLET	OUTLET
Oil in Water (OIW)	100 – 500 ppm	10 – 20 ppm
TSS	30 – 100 ppm	10 – 15 ppm
Polymer	500 – 1000 ppm	< 200 ppm
Particle Size	D50: ~3μ, D90: ~7μ	D50: ~2μ, D90: ~5μ

Only those Bidders who, as a standalone entity or consortiums meet the below criteria should respond to this EOI:

Key Qualification criteria:

- a) Should have inhouse technology or tie-up with technology partner for water treatment
- b) Has the experience/capability in engineering, construction, commissioning and operation of water treatment or effluent treatment package for quality improvement of water and has carried out
 - I. minimum two projects in last ten years on EPC basis of similar water treatment package of volume at least 700m3 / hour
 - II. Operation of at least two similar water injection / effluent treatment plant of volume 700m3 per hour.
- c) Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value
- d) Positive net worth in each of the immediately preceding two financial years
- e) Liquidity ratio shall not be less than 1.00 in each of the preceding Two (02) financial years

Additional points to be considered for evaluation of financial performance:

- 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 response.

- II. 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.
- III. In case of consortium, bidder is required to provide Memorandum of Understanding (MoU) executed by the consortium partner. The MoU should indicate the scope of work to be performed by the respective consortium member expressed as a percentage of Contract value. Each consortium partner should themselves individually meet the financial evaluation criteria namely, turn over, 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 for required value.
- IV. 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.
- V. 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.
- VI. All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation
- VII. Latest audited financial statement should not be older than 12 months from the date of EoI.

The interested contractors should evince interest to participate in the Expression of Interest by clicking on the "**Evince Interest**" link for the corresponding EOI listing on the Cairn website i.e. <http://www.cairnindia.com> and submit their contact details to Shivam.Batra@cairnindia.com within fourteen (14) days of publication of this EOI. Further to this, interested contractors would be invited to submit their techno-commercial proposal via Smart Source (Cairn's e Sourcing Platform).

Website Media