



**EXPRESSION OF INTEREST (EOI) UNDER NATIONAL COMPETITIVE BIDDING (NCB) BASIS FOR
CONSTRUCTION OF CRUDE OIL STORAGE TANKS & ASSOCIATED FACILITY
AT
CB/OS-2 BLOCK, GUJARAT, INDIA**

Cairn Oil & Gas, a vertical of Vedanta Limited, ("VL"), is the Operator of CB/OS-2 block on behalf of itself and its joint venture partners ONGC Limited and Tata Petrodyne Limited. The CB/OS-2 Block is located on the south west coast in the state of Gujarat, India.

VL on behalf of the JV partners invites reputed Vendors (both Indian and International) to express their interest to participate in National Competitive Bidding Process ("NCB") with capabilities for Construction of Crude Oil Storage Tanks and Associated Facility.

In order to secure future growth, company intends to upgrade the capacity of crude oil storage and associated facility as part of overall augmentation of the existing plant.

Construction of Crude Oil Storage Tanks and Facility.

Brief Scope of work

Scope under this project includes detail engineering, procurement, fabrication/supply, erection/installation, testing & commissioning of Crude Oil Storage Tanks, interconnecting pipelines, pumping systems, hooking up with existing facilities.

Only those Parties or Consortiums who possess substantial and proven track records of executing projects of similar nature in brownfield environment and meet the "Specific Pre-Qualification Criteria" defined below shall respond to this EOI.

TECHNICAL PRE-QUALIFICATION CRITERIA

The Vendor or Leader of Consortium should have successfully executed similar type of project either directly or as subcontractor/JV/Consortium partners. Leader of the Consortium should be carrying out main activities of the project.

Atleast ONE project in Oil & Gas/Petrochemicals/Refinery Industry involving API tanks of capacity 10,000 bbls or more involving detail engineering, procurement, fabrication/supply, erection/installation, testing & commissioning in last 10 (ten) years. Only completed projects shall be considered for evaluation.

Specific to this project, Vendor or Leader of Consortium should propose to include project execution plan, scope matrix, procurement strategy and proof of alignment with key subcontractors (if any) for Detail Engineering, Civil & E&I enclosing experiences of proposed subcontractor. The 10 year time period mentioned above shall be reckoned from the date of issue of this EOI.

FINANCIAL PRE-QUALIFICATION CRITERIA

Parameters to be considered for Pre-Qualification

- ❖ Turnover of the Vendor in immediately preceding two financial years should be greater than or equal to Annualized Contract value.
- ❖ Positive Net worth in each of the immediately preceding two financial years.
- ❖ Liquidity ratio of at least 0.6 in each of the two preceding financial years.

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

- ❖ Vendor's history / profile.
- ❖ Details of similar projects which Vendor carried out involving detail engineering, procurement, fabrication/supply, erection/installation, testing & commissioning in last ten years including the name of the Client, Client references along with contact details, Contractual Duration for each client with schedule - start and end dates , Performance records.
- ❖ Project execution proposal along with Scope matrix, proof of alignment with key subcontractors (if any) for Detail Engineering, Civil & E&I enclosing experiences of proposed subcontractor.
- ❖ Vendor's Organization Details including detailed information of organization structure, list of key manpower, equipment resource capabilities, fabrication/workshop setup and capacity, exhibiting capabilities of jack-up method of tank erection.
- ❖ Vendors established Health, Safety and Environment (HSE) Policy, Procedures & Manual.
- ❖ Loss Time injury (LTI) Track record (incidents & man-hours), total number of fatalities, Number of RWDC / Medical Treatment Injuries (Employees and Sub-Vendors), number of first aid cases & number of environmental incidents (spills, emissions etc.) for last 3 years
- ❖ Details of regulatory compliance (1. List of HSE Regulatory requirements applicable to your work as per scope of work 2. In the last 5 years, has your organisation or your Subcontractors ever been the subject of a prosecution under any Government/State HSE regulations or other similar legislation?)
- ❖ Details of training & competency (process to assess the skills of your workers to assure they are qualified and competent, specific Safety Training procedure / programme)
- ❖ Vendor's emergency management procedure.
- ❖ Vendor's established accredited QMS system: Certificate, QMS Manual, QA/QC Policy, Plan and Procedures.
- ❖ 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 18 months on the date of submission of response to Expression of interest

Also, note -

- ❖ 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.

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- ❖ 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 Vendors 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 online. Further to this, interested Vendors would be invited to submit their response via Smart Source (Cairn's e Sourcing Platform). The Vendors 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.