

## SUPPLY OF PRODUCTION CHEMICALS IN ASP PHASE TO RAJASTHAN BLOCK

### EXPRESSION OF INTEREST

**Cairn Oil & Gas, Vedanta Limited** is “the Operator” on behalf of itself and Joint Venture (JV) partner Oil & Natural Gas Corporation (ONGC) Ltd., of the onshore block RJ-ON-90/1 (the “Block”) located in Barmer and Jalore district, in the state of Rajasthan, India.

Operator on behalf of its joint venture partner’s invites Expression of Interest under International Competitive Bidding (‘ICB’) process from reputed contractors (Indian and International) for **supply of production chemicals in ASP (Alkaline Surfactant Polymer ) phase for Rajasthan asset**. The properties of crude as well as required properties production chemicals shall be shared as part of tender documents.

Supply of Chemicals:

The scope of work shall broadly include supply of production chemicals typically including scale inhibitor calcite, scale inhibitor silicate and Antifoam chemicals etc to achieve crude, power fluid and injection water specifications.

A) SUPPLY OF ANTIFOAM

B) SUPPLY OF SCALE INHIBITOR (SILICATE & CARBONATE)

\*Vendors can express their interest in Supply of Antifoam **OR** Supply of Scale Inhibitor (Silicate and Carbonate) **OR** both mentioned above as per their capabilities.

**Interested companies meeting following criteria should respond to this EoI:**

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.
4. Bidder should have a minimum of two years of similar experience in supplying of similar production chemicals.

**Participants would be requested to submit the following pre-qualification documents at an appropriate stage:**

1. Letter of interest clearly indicating the project reference.
2. Detailed information of the company.
3. List/Details of similar types of contracts executed in last 2 years.
4. 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 12 months on the date of submission of response to Expression Of Interest.

Also, note –

- 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/holding company financials can be submitted and considered, subject to submission of financial guarantee and commitment letter, as described under (ii).

- 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. Evaluation will be done only based on the published annual reports / audited financials containing Auditor's report, Balance sheet, Profit & Loss a/c and Notes to Accounts.
- iv. 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 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 contractors would be invited to submit their response via Smart Source (Cairn's e Sourcing Platform). The contractors are requested, to submit their EoI via Smart Source within ten (10) days of publication of this EoI.

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