

SUPPLY OF PRODUCTION CHEMICALS & CHEMICAL MANAGEMENT SERVICES IN EOR PHASE FOR RAJASTHAN BLOCK

EXPRESSION OF INTEREST

Cairn Oil & Gas, a vertical of **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 and provision of Chemical Management Services (CMS) in Enhanced Oil Recovery (EOR) phase for Rajasthan Asset.**

A) Supply of Chemicals:

The scope of supply shall broadly include supply of production chemicals typically including Demulsifier, water clarifiers, biocides, corrosion Inhibitors, scale inhibitors etc to achieve crude, power fluid and injection water specifications and to maintain asset integrity.

B) Chemical Management Services:

The scope of work for providing Chemical Management Services shall broadly include Chemical application, monitoring, and handling.

*Vendors can express their interest in Supply of Production Chemicals **OR** Chemical Management Services **OR** both the Supply and Service mentioned above as per their capabilities.

In view of the nature of the scope, only those vendors possessing the requisite and proven record of performance and can demonstrate, through submission of documents, in executing at least similar jobs should respond to this notice.

Please note the below criterion may be used for qualification of vendors for current/ future tenders. The Company reserves the right to modify these criteria based on tender specific requirements, which shall be communicated to vendors appropriately.

Pre-Qualification/ Qualification Criteria

NOTE: APPLICANT wherever referred to in this document, would mean the leader of CONSORTIUM of CMS Vendor (in case the bidder applies as a CONSORTIUM) or CMS Vendor (in case the bidder applies as an individual company). APPLICANT should necessarily have core competence on the Supply / Service mentioned above. Additionally, APPLICANT will be required to meet the below mentioned pre-qualification/ qualification criteria to legitimately express interest for collaboration with Cairn Oil & Gas.

1. Financial performance:

- i. 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
- ii. Positive net worth in each of the immediately preceding two financial years
- iii. 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 immediately preceding 02 (Two) financial years in the tender. The 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 will only 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 the case of consortium, the 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 based on the published annual reports / audited financials containing Auditor's report, Balance sheet, Profit & Loss a/c and Notes to Accounts.
- In the 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. The 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 the Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation.

2. Technical Criteria:

- i. Interested vendors shall have a minimum of Three (03) years of experience for respective EOI Categories.

Please note that the above criterion is for qualification of the vendors for current/ future tenders. Cairn reserves the right to modify these criteria based on tender specific requirements.

Note: Vendors to clearly indicate the categories mentioned above for which they indicate to submit the EOI via Smart Source (Cairn's e Sourcing Platform). Interested vendors would be invited to submit their response via Smart Source (Cairn's e Sourcing Platform) and the vendors would be requested, as a minimum, to submit the following documents and details:

Minimum pre-requisite documents for evaluation:

- Letter of interest clearly indicating project reference
- Detailed company information with organisation structure,
- Details of completion of similar type of projects in the last Five (05) years under headings:
 - a) Brief scope of work
 - b) Value of work
 - c) Contract duration
 - d) Actual completion of project

The interested vendors 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 10



days from this publication and submit their contact details online. Further to this, interested vendors would be invited to submit their documents via Smart Source (Cairn's e-Sourcing Platform).