

GLOBAL EXPRESSION OF INTEREST (EoI) UNDER INTERNATIONAL COMPETITIVE BIDDING (ICB) BASIS FOR PROVISION OF VARIOUS PETROLEUM ENGINEERING SUPPLY AND SERVICES FOR OFFSHORE BLOCKS - RAVVA AND CAMBAY

Vedanta Ltd. is the world's 6th 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 upstream O&G company with operating interest in several producing fields in India contributing ~25% of India's domestic production. Cairn, on behalf of itself and Joint Venture partners, operates both onshore and offshore blocks (water depth $\leq 115\text{m}$) located off the east and west coast of India.

Ravva block- Reserves in the main RAVVA field area are in 3 main fault blocks: RA/RB/RC/RD, RE/RF/RB, and RG. The field has been developed with 8 unmanned platforms with onshore processing and offshore loading via SPM.

Cambay oil and gas field in block CB/OS-2 is situated in the shallow offshore Cambay Graben basin, located at West Coast in India. The field consists of 3 unmanned platforms namely Lakshmi Alpha (LA), Lakshmi Bravo (LB) and Gauri Alpha (GA) through which wells are being operated.

Brief Scope of Work:

Cairn Oil & Gas on behalf of itself & Joint Venture (JV) partner(s) invites global Oil Field Services Provider and/or consortiums with proven capabilities and demonstrated performance in similar requirement to express their interest for pre-qualification to participate in the International Competitive Bidding Process for the **"PROVISION OF VARIOUS PETROLEUM ENGINEERING SUPPLY AND SERVICES FOR THE OFFSHORE BLOCKS – RAVVA AND CAMBAY"**

Scope of Work broadly includes provision of multiple type of Oil Field services and supply of spares, chemicals, and consumables. Services shall be mobilized as per well intervention planned from Cairn technical team as per long term planning. Formal day to day activities will be planned by Cairn technical team for routine and non-routine well activities and contractor shall work as per the plan intimated by Cairn technical team. A brief list of services and supply are provided below for reference:

- Coil tubing, pumping & stimulation chemicals supply and services (including N2),
- E-line,
- Slickline,
- Tractor & stroker,
- Fluid Flow back and Sand Management System,
- Downhole Video Camera,
- Gas lift valves supply and services
- Isolation Patch supply and services
- Platform based Pumping services (Mini Stimulation Package),
- Non-Profile Plug supply and services,
- Through tubing sand control supply and services

- Wellhead preventive maintenance services
- Supply and services for Downhole Wireless sensors
- Supply and services for through tubing bridge plugs
- Straddle gas lift supply and service.
- Jet pump Supply and Services
- Capillary Services and Supply
- Noise Logging Services
- Velocity String Supply and Services
- Tracer chemicals supply & services
- Soap, foam sticks supply and services
- Well Intervention Chemicals Supply
- FLA & Dynamometer - Supply & Services
- Supply of X-overs
- P. Tech. Studies
- PE Software
- Work-Over Rig, Completion associated supply and services
- Barge/Catenary System

Interested parties/ consortiums would need to evince interest to participate in the International Competitive Bidding (ICB) Process for the Petroleum Engineering services for Ravva and Cambay block. Interested parties can bid for single or multiple services and supply as stand-alone or as consortium.

“SPECIFIC PRE-QUALIFICATION CRITERIA”

NOTE: APPLICANT wherever referred to in this document, would mean the **Leader of CONSORTIUM** of Oil & Gas Services (in case the bidder applies as a **CONSORTIUM**) or an Oil & Gas Services provider itself (in case the bidder applies as an individual company). Applicant would need to confirm for the services/supply it is bidding on standalone basis or as consortium.

Each CONSORTIUM partner/individual bidder will be required to meet the below mentioned financial pre-qualification criteria to legitimately express interest for collaboration with Vedanta Ltd.

KEY PRE-QUALIFICATION CRITERIA

1. **Financial performance:** Minimum annual average turnover of in last two financial years should be equal to or more than average annual contract value with positive net worth in each of those financial years and minimum liquidity ratio 1 in each of the preceding two years.

In case of consortium, each consortium partner should themselves individually meet the financial evaluation criteria in proportion to the percentage of work to be performed by them

Each CONSORTIUM partner/individual bidder shall 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. Latest financial statement **should not be older than 12 months** on the date of submission of response to Expression of interest.

Additional points to be considered for evaluation of financial performance:

- Normally standalone financials of the bidding entity only will be considered. Parent company or Holding company financials can be submitted and considered, subject to submission of Parent/

Holding company commitment letter to support financially, the bidding entity and submission of Bank Guarantee equivalent to 10% of contract 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 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

APPLICANT will be required to meet the below mentioned delivery pre-qualification criteria to legitimately express interest for collaboration with Vedanta Ltd.

2. Technical capabilities:

The **APPLICANT OR CONSORTIUM PARTNER** must demonstrate which of the capabilities they possess for below categories

SI No	Category	Description
I	Coil tubing, pumping & stimulation chemicals supply and services (including N2)	Should have minimum 5 years of relevant experience (in last 10 years) in providing Coiled tubing, pumping and stimulation chemicals supply and services (including N2). Proven track record in offshore environment.
II	Eline	Should have minimum 5 years of relevant experience (in last 10 years) in providing eline services. Proven track record in offshore environment.
III	Slickline	Should have minimum 5 years of relevant experience (in last 10 years) in providing slick-line services. Proven track record in offshore environment.
IV	Tractor and Stroker	Should have minimum 5 years of experience (in last 10 years) in providing tractor & stroker services.
V	Fluid Flow back and Sand Management System	Should have minimum 5 years of experience (in last 10 years) in providing similar services.
VI	Downhole Video Camera	Should have minimum 5 years of experience (in last 10 years) in providing similar services.
VII	Gas lift valves supply and service	Should have minimum 5 years of experience (in last 10 years) in gas lift valves supply and service.
VIII	Isolation Patch including supply and service	Should have minimum 5 years of experience (in last 10 years) in providing similar supply and services.
IX	Platform based Pumping services	Should have minimum 3 years (in last 7 years) experience in providing similar services.

	(Mini Stimulation Package)	Proven track record in offshore environment.
X	Supply and services of Non-Profile Plug	Should have minimum 5 years of experience (in last 10 years) in providing supply and service of non-profile plug.
XI	Through tubing sand control supply and services	Should have minimum 5 years of experience (in last 10 years) in providing supply and services in similar area.
XII	Wellhead preventive maintenance services	Should have minimum 5 years of experience (in last 10 years) in providing similar services.
XIII	Supply and services for Downhole Wireless sensors	Should have proven 1 year experience in successfully providing the supply and associated services.
XIV	Supply and associated services for Through tubing bridge plugs	Should have minimum 5 years of experience (in last 10 years) in providing TTBP supply and associated services.
XV	Straddle gas lift supply and service	Should have minimum 5 years of experience (in last 10 years) in straddle gas lift supply and associated service.
XVI	Jet Pump Supply and Services	Should have minimum 5 years of relevant experience (in last 10 years) in providing supply and associated services of Jet Pump.
XVII	Capillary Services and Supply	Should have minimum 5 years of experience (in last 10 years) in providing similar supply and associated services. Proven track record in offshore environment.
XVIII	Noise Logging Services	Should have minimum 5 years of experience (in last 10 years) in relevant service.
XIX	Velocity String Supply and Services	Should have minimum 5 years of experience (in last 10 years) in relevant supply and associated services.
XX	Tracer chemicals supply & services	Should have minimum 5 years of experience (in last 10 years) of relevant supply and associated services.
XXI	Soap, foam sticks supply and services	Should have minimum 5 years of experience (in last 10 years) of relevant supply and associated services.
XXII	Well Intervention Chemicals Supply	Should have minimum 5 years of experience (in last 10 years) of relevant supply.
XXIII	FLA & Dynamometer Supply and Services	Should have minimum 5 years of experience (in last 10 years) of relevant supply and associated services.
XXIV	Supply of X-overs	Should have minimum 5 years of experience (in last 10 years) of relevant supply.
XXV	P. Tech. Studies	Should have minimum 5 years of experience (in last 10 years) of relevant service.
XXVI	PE Software	Should have minimum 5 years of experience (in last 10 years) of relevant service.
XXVII	Workover rig, Completion associated supply and services	Should have minimum 5 years of experience (in last 10 years) of relevant supply and associated services. Proven track record in offshore environment.
XXVIII	Barge / Catenary System	Should have minimum 5 years of experience (in last 10 years) of relevant service.

3. **Quality, Health, Safety and Environment (QHSE): APPLICANT or CONSORTIUM PARTNER** must have a comprehensive Quality, Health, Safety and Environmental Management system in place.

APPLICANT or CONSORTIUM PARTNER are requested to submit the following documents related to QHSE along with duly filled questionnaires which will be shared in website:

- a) QHSE Management System (inclusive but not limited to QHSE Policy, QHSE Manuals and Procedures, QHSE Objectives, Standard Operating Procedures Index, QHSE organogram, Key procedures related to Purchase, Inspection and Testing, Calibration, Applicable Product certifications, Proven track records of catering similar services etc.).
- b) LTI statistics for past 3 years
- c) Valid Quality and HSE certifications (ISO, OSHAS, API or Equivalent etc.) for the intended Scope of services
- d) In case the bidding entity is consortium, QHSE documentation as afore mentioned shall be submitted for both the entities.

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

1. Letter of interest from the **APPLICANT** on their letter head.
2. Bidder to submit document capturing categories where aforesaid is interested in submitting the bid as standalone or as consortium.
3. In case of bidding as a consortium, the % division of the scope of work shall be submitted along with a Memorandum of Understanding (MoU)/declaration of intent.
4. Financial performance documents as listed in the Pre-qualification criteria 1 (Financial performance)
5. If the APPLICANT is unable to meet the Financial Evaluation Criteria, Parent/Holding Company Audited Financials can be considered, subject to (i) Applicant confirming submission of Financial guarantee equivalent to 10% of contract value in addition to the 10% performance Bank Guarantee as per Annexure 2 and (ii) a Commitment Letter from Parent/Holding Company to provide financial support to the APPLICANT as per Annexure 3.
6. Technical capabilities detail as listed in Pre-qualification criteria 2 (Delivery capabilities)
7. QHSE performance documents of the bidder/all members of the consortium as listed in Pre-qualification criteria 3 (QHSE)
8. Complete administrative details of your company such as but not limited to nature of legal entity, registration details, office, and site locations etc.
9. Declaration specifying that the APPLICANT is not under liquidation, court receivership or other similar proceedings
10. Any other documents in support of APPLICANT's credentials and experience and expertise, relevant to Cairn opportunity areas
11. Letter of interest clearly indicating the project reference and detailed company organizational structure / information.
12. Details of similar Offshore PE services executed in the last 10 years and those of currently under execution along with details of total executed project cost. Details of completion of similar type of projects in the last 10 years under heading:
 - a) Brief scope of work b) Value of work in INR/USD c) Contractual Duration d) Actual completion of Project, e) Client's name f) Contact details of the Client (Operator may approach the client directly for the feedback) g) HSE statistics, LTI graph etc.
13. Bidder to fill the information as envisaged in Annexure#1 and submit along with other relevant documents.

14. Completion certificate along with copy of work order/ project details (stating scope of work, project value, commencement date, completion date, and location of work) must also be provided.
15. Detailed Project planning and Execution methodology.
16. Details of Key Members who shall be involved in the Project execution including their experience levels.
17. Details of Equipment owned by the company & supply chain capability to source spares and consumables relevant to execution of advertised contract.
18. Quality assurance & quality control practices currently in place for the execution of similar work.
19. List of policies, procedures, emergency management system and quality assurance practices currently in place for the execution of similar work.
20. HSE Management Systems, Policies and supporting documentation demonstrating compliance to HSSEQ questionnaire.
21. Statutory Compliance Management System with supporting documentation demonstrating compliance to all applicable rules and regulations in operating Boilers, IBR, DGMS, CEA regulations, Grid code and as applicable to HV/LV Electrical Systems, Fire and gas system, Resource management as per Oil Mines Regulations
22. 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. 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.
- ii. 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 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.

Annexure#1

SI No	Category	Description	Bidder Participation (Yes/No)
I	Coil tubing, pumping & stimulation chemicals supply and services (including N2)	Coiled tubing, pumping and stimulation chemicals (including N2) Supply and services	
II	Eline	Eline and associated services	
III	Slickline	Slickline and associated services	
IV	Tractor and Stroker	Tractor and stroker and associated services	
V	Fluid Flow back and Sand Management System	Fluid flow back management & sand management and associated services	
VI	Downhole Video Camera	Down-hole video camera and associated services	
VII	Gas lift valves supply and service	Gas Lift Valves Supply and associated services	
VIII	Isolation Patch including supply and service	Isolation patch Supply and associated services	
IX	Platform based Pumping services (Mini Stimulation Package)	Platform based pumping system and associated services	
X	Supply and services of Non-Profile Plug	Non profile plug supply and associated services	
XI	Through tubing sand control supply and services	Through tubing sand control system supply and associated services	
XII	Wellhead preventive maintenance services	Well head preventive and maintenance services	
XIII	Supply and services for Down-hole Wireless sensors	Wireless down-hole sensor system supply and associated services	
XIV	Supply and associated services for Through tubing bridge plugs	Supply of through tubing bridge plug and provide associated services.	
XV	Straddle gas lift supply and service	Supply of straddle gas lift and provide associated services.	
XVI	Jet Pump supply and services	Supply of Jet Pump and provide associated services.	

XVII	Capillary Services and Supply	Supply of Capillary system and provide associated services.	
XVIII	Noise Logging Services	Provide Services for Noise/Acoustic logging.	
XIX	Velocity String Supply and Services	Supply of Velocity String and provide associated services.	
XX	Tracer chemicals supply & services	Supply of Tracer chemical supply and provide associated services.	
XXI	Soap, foam sticks supply and services	Supply of Soap and Foam sticks and associated services	
XXII	Well Intervention Chemicals Supply	Supply of chemicals for well intervention	
XXIII	FLA & Dynamometer - Supply & Services	Supply of FLA & Dynamometer and provide associated services.	
XXIV	Supply of X-overs	Supply of required X-overs	
XXV	P. Tech. Studies	Provide P Tech studies and associated services.	
XXVI	PE Software	Provide PE software's and associated services	
XXVII	Workover rig, Completion associated supply and services	Provide Work-over rig and Completion related supply and associated services	
XXVIII	Barge / Catenary System	Provide Barge/Catenary System and associated services	