

EXPRESSION OF INTEREST (EoI) FOR PAINTING SERVICES AT VARIOUS LOCATIONS IN RAJASTHAN AND GUJARAT

Cairn Oil and 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 located in Barmer and Jalore district, in the state of Rajasthan.

The operations of RJ-ON-90/1 block extends to Gujarat through ~700km long continuously heated crude oil pipeline for transporting crude oil produced at its Mangala processing terminal to various customers in Gujarat and coastal refineries. All along the pipeline, there are Above Ground Installations (AGIs) for generating power to keep the pipeline heated through SEHMS technology.

Operator on behalf of itself and its joint venture partners invites Expression of Interest under National Competitive Bidding (“NCB”) process from reputed bidders with demonstrated HSE performance for Painting services at various locations in Rajasthan and Gujarat.

The Scope of work broadly includes Painting of Plant Piping, Tanks, Equipment, Vessels, Structures, Exhaust Stacks, Electrical Poles etc.

Interested companies meeting following criteria should respond to this EoI:

1. Minimum three (03) years of experience (in preceding Five (05) years) in providing Painting services at Industrial locations.
2. Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated annual contract value.
3. Positive net worth in each of the immediately preceding two financial years.
4. Liquidity ratio in each of the preceding Two (02) financial years shall not be less than 1.0

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

1. Letter of interest clearly indicating the project reference for the following locations:
 - a. Rajasthan
 - b. Gujarat
 - c. Both a & b
2. Detail Company Information with Organisation structure Ownership details, List of manpower in Management, HSE and Operations, resource availability like painting equipment details.
3. Details of completion of similar type of projects in the last five years under headings: a) Brief scope of work b) Value of work in INR c) Contractual Duration d) Actual completion of Project e) Clients name f) Contact details of the Client (Cairn may approach the client directly for the feedback) g) HSE statistics, LTI graph etc. h) Location/s of work.
4. Bidder shall provide contract copies of major contracts executed in preceding five years
5. Details of current commitments - List of all jobs under execution with the value of the Job and percentage completion.
6. Experience of working in remote onshore location & desert terrain.
7. Capability to execute work in multiple locations simultaneously
8. Service Completion Certificates, Client Feedback etc. of similar contracts executed in the last five years.

9. Documentary evidence supporting compliance to Company's HSSEQ questionnaires.
10. 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 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.
- 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 on the basis of 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 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.

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