

**GLOBAL EXPRESSION OF INTEREST (Eoi) FOR PROVISION OF HEAT EXCHANGER TUBES
CLEANING SERVICES AND HYDROCARBON TANKS CLEANING SERVICES AT RAJASTHAN,
GUJARAT AND ANDHRA PRADESH, INDIA**

Cairn Oil and Gas, a vertical of Vedanta Limited, is the Operator of onshore block RJ-ON-90/1 located in Barmer & Jalor Districts in the state of Rajasthan & crude oil/gas export cross country Pipeline from Barmer in Rajasthan to Bhogat in Gujarat; Offshore block CB/OS-2 located off the west coast of the state of Gujarat; Offshore Block Ravva Oil and Gas Field (Ravva), located off the east coast of the state of Andhra Pradesh.

Operator on behalf of itself & Joint Venture (JV) partner(s) invites interested contractors with proven capabilities and demonstrated performance in similar requirement to express their interest for pre-qualification to participate in the International Competitive Bidding (“ICB”) Process for the **‘Provision of Heat Exchanger Tubes Cleaning Services and Hydrocarbon Tanks Cleaning Services.**

Bidder to indicate its interest in any or all of the following categories of services and locations:

Services:

Part-A - Heat Exchanger Tubes Cleaning Services and Pipeline Rotomol Cleaning.

Part-B – Hydrocarbon Tanks Cleaning Services.

Locations:

- Rajasthan
- Gujarat
- Andhra Pradesh

Interested parties meeting the following criteria should respond to this Eoi:

Financials:

1. Turnover in each of the immediately preceding two financial years should be equal to or more than more than the estimated average Annual contract value.
2. Positive net worth in each of the immediately preceding two financial years.
3. Liquidity ratio in each of the preceding 2 financial years shall not be less than 0.60.

Technical:

For Part A -

Minimum Three (03) years’ experience (in preceding 05 years) in providing Hydrojetting services for Heat Exchanger to Oil & Gas processing / Refinery / Petrochemical / Chemical / Thermal Power Plant / Mining / Metal industries.

For Part B –

Minimum Three (03) years’ experience (in preceding 05 years) in providing Hydrocarbon Tanks cleaning to Oil & Gas processing / Refinery / Petrochemical / Chemical / Thermal Power Plant / Mining / Metal industries.

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

1. Letter of interest clearly indicating their interest to participate for the services mentioned above under Part A & B and the location interest.
2. Detailed Company Information with Organization structure, List of manpower with CVs of key personnel and capability to execute job with clear responsibility & escalation matrix for Technical, HR & HSE Departments.
3. Details of completion of similar type of contracts in the last Five years (PO/Contract copies and Service Completion Certificate) and similar contracts/agreements currently under execution 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 (Vedanta may approach the client directly for the feedback)HSE statistics, LTI graph etc.
4. Details of availability of all resources (High pressure multi-lance, manpower etc.)
5. Details of availability of all resources (Truck mounted super vacuum sucker, mobile compressors, Vent Blowers & Hydro jetting multilance etc.)
6. Details of HSEQ policies, Regulatory Compliance, Contractor HSE Induction, Environment Management, Health, Hazard Management, Incident Investigation & Analysis, Competency & Training, Integrity & Maintenance Management, Operating and Safe Working Procedures, Safety Awareness, Transport Management, Security Management, Sub-Contractor Management etc.
7. Valid Quality Certifications/ Accreditations etc.
8. 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 –

- 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. 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.
- iii. 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.