



CAIRN INDIA LIMITED

**GLOBAL EXPRESSION OF INTEREST (EOI) FOR PROVISION OF ARTIFICIAL LIFT EQUIPMENT AND SERVICES
FOR RJ-ON-90/1 BLOCK**

Cairn India Ltd (CIL) is the operator of the onshore **RJ-ON-90/1** block, on behalf of itself and its Joint Venture (JV) partners Cairn Energy Hydrocarbons Limited (CEHL) and Oil and Natural Gas Corporation Limited (ONGC) located in Barmer district, in the state of Rajasthan, India. The block contains number of major oil fields including Mangala, Bhagyam, Raageshwari, Aishwarya, Barmer Hill and other satellite fields including Saraswati, Shakti, NE, NI, Guda and Kaameshwari. It also contains water wells producing water (Thumbli and Bhagyam) for use as injection water and power fluid for the Jet Pumps.

The scope of work for this EOI is limited to supply/services within the Cairn onshore **RJ-ON-90/1** block for different artificial lift types namely: Sucker rod pumps (SRP), Progressive cavity pumps (PCP), Electrical submersible pumps (ESP) and Jet pumps.

CIL on behalf of the JV partners invites reputed Contractors (both Indian and International) with demonstrated HSE performance to express their interest to participate in pre-qualification as bidders and to participate in International Competitive Bidding (ICB) process.

Separate tenders will be floated for each type of artificial lift system viz. ESP, SRP, PCP and Jet pump. Companies willing to bid for more than one type of ALS tenders should submit their responses separately for each ALS type.

The scope of work/ services would broadly consist of the following:

1. Supply of complete artificial lift equipment of various types for exploration and development campaign in Rajasthan.
2. Manpower service for installation, commissioning and troubleshooting of the artificial lift equipment.
3. Supply of spare parts required during the operation period for servicing or change of running equipment.
4. Maintenance of installed Artificial Lift System.

In view of the nature of the scope, only those suppliers possessing the requisite and proven record of performance in executing at least 10 numbers of similar projects in last five years should respond to this notice.

The interested suppliers should evince interest to participate in the Expression of Interest by clicking on the **“Evince Interest”** link against the corresponding EOI listing on the Cairn India website and submit their contact details online. Further to this, interested suppliers would be invited to submit their response via *Smart Source* (Cairn’s e Sourcing Platform). The suppliers would be requested, as a minimum, to submit the following documents and details for prequalification via *Smart Source*

EOI evaluation will be done based upon following criteria for the respective artificial lift systems:

Sucker rod pumping (SRP) system:



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Separate tenders shall be floated for the procurement of procurement of down-hole SRP system and surface equipment for SRP units. The tender for the surface SRP units shall be split into two sections (Section A: Conventional surface SRP unit and Section B: Unconventional SRP surface units). Details of each are mentioned below:

Tender for down-hole pump equipment (for SRP):

- Provision of down-hole SRP equipment that consists of sucker rod pump, sucker rod, polished rod, stuffing box, BOP, tubing anchor, down-hole gas separator.
- The bidder shall be OEM of down-hole subsurface pump and sucker rod (falls under Go /No go criteria) for at least 5 years.
- The bidder shall have at least 5 years of global experience in providing services which includes installation, troubleshooting, maintenance, failure analysis and design as per well details (falls under Go /No go criteria).

Tender for surface items (for SRP) Section A:

- Provision of surface SRP equipment that consists of conventional SRP unit, electrical motor, VFD, gas operated engine to drive the conventional SRP unit, surface electrical cable to connect VFD to electrical motor, junction box.
- The bidder shall be OEM of conventional SRP unit (falls under Go /No go criteria) for at least 5 years and should have experience of 2 years in providing installation, commissioning, trouble shooting and design as per well details.
- The bidder shall have at least 5 years of global experience in providing services which includes installation, troubleshooting, maintenance, failure analysis and design as per well details. (falls under Go /No go criteria).
- Company reserves the right to award a separate service contract.

Tender for surface items (for SRP) Section B (Unconventional units using either electrical motor driven or hydraulically driven):

- The unconventional SRP unit which may be hydraulic power driven or electrical motor driven, low footprint, the flame proof/Explosion proof motor. It will consist of complete package. The company will provide electrical connection only.
- The bidder shall be OEM of unconventional SRP unit (falls under Go /No go criteria) for at least 2 years and should have experience of 2 years in providing installation, commissioning, trouble shooting and design as per well details.
- The bidder shall have at least 2 years of global experience in providing services (which includes installation, troubleshooting, maintenance, failure analysis and design as per well details) (falls under Go /No go criteria).
- Company reserves the right to award a separate service contract.

Electrical submersible pump (ESP):

- The bidder shall be OEM of ESP string (including pump, motor, protectors, etc.), downhole cable, MLE and downhole gauge (falls under Go /No go criteria). The bidder shall be responsible for the



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Third party equipment it sources for the contract and shall also be responsible for compatibility of the sourced equipment with other equipment to be used.

- The bidder shall have at least 10 years of global experience in supplying the ESPs and shall have experience in providing integrated services (which includes installation, troubleshooting, maintenance, failure analysis and design as per well details). (Falls under Go /No go criteria).

Jet Pump (JP):

- The bidder shall be OEM of Jet Pump (falls under Go /No go criteria).
- The bidder shall have at least 5 years of global experience in supplying the Jet pump and shall have experience in providing integrated services (which includes installation, troubleshooting, maintenance, failure analysis and design as per well details) (falls under Go /No go criteria).

Progressive cavity pumps (PCP):

- The bidder shall be OEM of PCP down hole pump (rotor and stator) and drive head at minimum (falls under Go /No go criteria).
- The bidder shall have at least 10 years of global experience in supplying the Progressive cavity pump and shall have experience in providing integrated services (which includes installation, troubleshooting, maintenance, failure analysis and designing as per well details). (falls under Go /No go criteria).

The common EOI evaluation criteria which are applicable to all the bidders irrespective of the type of artificial lift are mentioned below:

- The company details, technical competency/expertise of key personnel (involved in manufacturing, installation and troubleshooting process), the standard of plant and machinery list mentioning year of manufacturing, support agencies and other facilities & resources.
- Details of completion of similar type of projects in the last five years with focus on: Volume of work, value of work, contractual duration, actual completion of project, clients name, contact details of the client, safety certification/inspection of plant and machineries, HSE statistics, LTI graph etc.
- HSE policy and implementation procedures in line with internationally accepted practices with statistics for last five years. Quality assurance & Quality practices currently in place for the execution of similar work/ services (falls under Go /No go criteria).
- Project planning and execution methodology. Experience of working in similar terrain on onshore block.
- Financial criteria which is based up on the internal policy of Cairn (falls under Go /No go criteria).

CIL invites bidders to send across their responses for respective ALS types with the below mentioned details. Companies are requested, at a minimum, to submit the following documents and details for prequalification:

1. Letter of interest clearly indicating the Project reference.
2. Detailed Company Information with Organisation structure, List of manpower with CVs of key personnel, Plant and Machinery list mentioning year of manufacturing, Support agencies and other facilities & resources.



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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/ USD c) Contractual Duration d) Actual completion of Project e) Clients name f) Contact details of the Client (CIL may approach the client directly for the feedback) g) Safety Certification / Inspection of plant and machineries h) HSE statistics, LTI graph etc.
4. Typical Project Planning and Execution methodology.
5. List of all jobs under execution with the value of the Job and percentage completion. (With particular emphasis on project of similar magnitude carried out in Oil and Gas Sector).
6. Experience of working in similar terrain on onshore block.
7. HSE policy and implementation procedures in line with internationally accepted practices with statistics for last four years.
8. Quality assurance & Quality control practices currently in place for the execution of similar work /services.
9. 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. The following financial evaluation criteria will be used for evaluation of financial standing and the vendors not meeting any of the criteria shall be disqualified from the bidding process –
 - a. Net Worth– Positive net-worth of at least 20% of annual contract value in each of the immediately preceding two financial years
 - b. Turnover - Annual Average turnover in each of the immediately preceding two financial years should be two times the average annual contract value
 - c. Liquidity – Liquidity ratio in each of the preceding two financial years shall not be less than 0.75

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. In case of consortium, the financials of the leader of the consortium (in whose name the bid is submitted) will be evaluated. However, consortium partner's financials can also be considered subject to submission of corporate guarantee by consortium partner. This should be clearly mentioned in the EOI response.
- 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 suppliers should evince interest to participate in EOI within 14 days of publication of Expression of Interest.