



## **CAIRN ENERGY INDIA PTY LIMITED**

(Incorporated in New South Wales, Australia – ACN 002 066 784)

### **GLOBAL EXPRESSION OF INTEREST / PRE-QUALIFICATION FOR PROCUREMENT OF PROGRESSING CAVITY PUMPS (PCP) & SERVICES IN RJ-ON- 90/1 BLOCK**

#### **Introduction**

Cairn Energy India Pty Ltd. (“CEIL”) is the Operator of the Rajasthan block RJ-ON-90/1, on behalf of the Joint Venture partners Cairn India and ONGC. CEIL is planning to commence further field development activities in the Rajasthan Block RJ-ON-90/1 onshore block by September 2010.

CEIL seeks an Expression Of Interest from suitably experienced Manufacture ,Supply & Services Contractors to provide equipment and services for progressing cavity pumps to support the field developments in this onshore block. The use of Progressing cavity pumps is being considered as one of the alternative methods of artificial lift for the wells in RJ-ON-90/1 block. Only Contractors who have a minimum of five years experience in providing the below mentioned Equipment supply and services, any or a combination of, in support of a field development campaign shall be considered. The potential work scope covers 50 or more number of wells.

#### **Specifics**

Only those Contractors who can comply with all of the following and can, by their submission, demonstrate a successful track record, listing previous projects, current Services projects in progress, clients, and client key contacts who may be approached, in each of the areas below should respond to this Notice. The Contractor must submit details for the following:

- Organisational outline proposal detailing their nominated management, staff, and business process support to carry out field development and provide required services for all PCP wells
- A demonstrable capability to mobilise and commence work to meet CEIL’s schedule. The Contractor’s experience in mobilising on schedule shall be clearly stated.
- Particular experience of providing Services in progressing cavity pump well operations and flexibility to accommodate CEIL’s programme is paramount.
- The Contractor shall submit details of his Management, Operating and Maintenance schemes with copies of their certification.
- Design and manufacturing capability as per API / ISO specifications
- Regional capability
- PCP post installation Service capability
- A willingness to develop an operational and logistic base near Cairn fields in Rajasthan and develop a close long term relationship with CEIL.
- The Contractor must demonstrate that they have sufficient financial standing to commence and continue an operation of this magnitude.

- Have an appropriate comprehensive Health, Safety and Environmental management system in place which promotes, aligns with and upholds CEIL's and the Contractor's HSE commitments. Details and copies of their certification must be submitted.

### **Supply and Services Details**

The Contractor shall submit his response to this Expression of Interest stating his wish for inclusion on the bid list(s) for provision of all of the following supply and services,

Supplies and Services as a single source comprise, inter alia, the following:

1. Supply and services of Progressing Cavity Pumps (Stator & Rotor)
2. Supply and services of Rods (Conventional or Continuous), Polish rods & accessories including running services.
3. Supply and services of Driveheads, VFD's, Motors, Phase shift transformers, cables and any other required accessories with DGMS approval as applicable
4. Supply and services of PCP Wellheads, Sucker Rod BOP's, Stuffing box (Optional)
5. Supply of other miscellaneous equipment for above mentioned services
6. Supply of PCP Installations and management services (Personnel) and tools
7. Local transportation
8. Provision of local logistics support with base establishment in the field
9. Third Party Inspection of manufactured & supplied equipment
10. Clearing & Forwarding Services

Interested Contractors who can fulfil all of the Specifics listed above must submit their response including the details and references stated above, in writing and by e-mail not later than 10 (ten) days from the date of this publication. The envelope shall be superscribed with **“Procurement of Progressing Cavity Pumps and Services – RJ-ON-90/1 - Prequalification 2010”** and shall be addressed to:

Director – P&SCM  
Cairn Energy India Pty. Limited  
Ground Floor, Paras Twin Tower, Sector 54, Gurgaon 122 002 Haryana India  
Ph: +91 124 459 3000 Fax: +91 124 476 4568  
E-mail: [rjnprocurement@cairindia.com](mailto:rjnprocurement@cairindia.com)