



CAIRN INDIA LIMITED

GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE BIDDING (ICB) BASIS FOR SUPPLY AND INSTALLATION OF MULTIPHASE FLOW METERS AT RAVVA OIL & GAS FIELD

Cairn India Ltd (CIL) is the Operator of the Ravva offshore block located on the east coast of India. CIL is planning to engage a contractor for supply, installation, testing, commissioning of the Multiphase Flow Meters (MPFM) to meet the requirement of accurate measurement of the well-fluid flow.

To this effect CIL seeks Expressions of Interest (EOI) from all the potential bidders.

I Scope of Work:

Cairn India Ltd is the operator of Ravva Oil & Gas Field in the East-Godavari district of Andhra Pradesh. Ravva field contains 8 un-manned wellhead platforms, which are connected to the on-shore terminal through pipelines. Produced fluids are processed at the on-shore terminal. The scope of work for MPFM shall be including but not limited to provide Engineering design, supply of the Multiphase Flow meters and the auxiliary materials, site fabrication, Inspection & Testing, Installation/Erection and Commissioning as per description given below:

- i. Bidder shall supply MPFM skids as per the technical specification to be furnished by CIL.
- ii. Supervision of Installation / Erection / Commissioning of MPFM skids shall be in the scope of the bidder.

CIL seeks Expression of Interest (EOI) from reputed Suppliers with proven quality and delivery capability MPFM packages. Such reputed and capable Suppliers are requested to respond to this EOI to meet business objectives.

The interested Bidders 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 Bidders would be invited to submit their response via [Smart Source](#) (Cairn’s e Sourcing Platform). The Bidders would be requested, as a minimum, to submit the following documents and details for prequalification via [Smart Source](#)

1. Company’s financial performance documents (including JV partner’s financials, if proposed) i.e. Audited Balance Sheets, Profit and Loss Account & Cash Flow Statement for the last 2 years & following details separately;
 - a. Bidder annual average turnover in each of the immediately preceding two financial years shall be \$ 1.76 MM (INR 10.56 Crore)
 - b. Positive Net worth of at least \$ 0.176 MM (INR 10, 560, 000) in each of the immediately preceding two financial years.
 - c. Vendor to provide declaration that submitted accounts are latest available audited accounts

2. Technical Capability / Miscellaneous

- a. Bidder shall have renowned clients in the field of Oil & Gas operations/refineries / Petrochemicals. Bidder shall attach Reference List (Clientele) to support the same.
- b. Experience of the supplied goods in last five years with details of value of the similar goods
- c. Has on record Completion Certificate/Feedback Certificate from Customers in last 5 years
- d. Bidder shall have experience in working in Remote Onshore locations.

3. Capability & Infrastructure

- a. Company History and reputation in relevant field- Must have renowned clients in the field of Oil & Gas Operations/ Refineries. Bidder shall have minimum of 10 years' experience in Multiphase Flow meter with engineering, supply, installation and commissioning capabilities.
- b. Bidder shall have repair, maintenance and infield support of equipment and products in India / Asia / Far East.
- c. Fabrication and Testing capabilities
- d. Bidder shall have Engineering Softwares / Technical support.

4. HSE Criteria:

- a. Bidder has in place Valid HSE Manual, Policy and Procedures
- b. Valid HSE Certifications / Accreditations
- c. Has in record LTI Track record for last 3 years (Hours lost)
- d. No. of Trained resources for HSE
- e. HSE Management and Capability to comply with safety norms as per international standards and Cairn Safety Standards.

5. Quality Systems:

- a. Bidder has established Quality Manual, Policy and Procedures
- b. Valid Quality Certifications / Accreditations
- c. In house testing capability

6. Letter of interest with detailed company information as follows:

- a. State the name of the parent Company
- b. State the name/address/phone/e-mail of the company that would execute the Contract
- c. If a Joint Venture to be proposed, state the name/address/phone/e-mail of all Joint Venture partners
- d. Organization structure
- e. Size and capability of Design and Engineering organization structure
- f. Organization Structure in India for Installation & Commissioning

Also, note –

- a. 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.
- b. 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.
- c. 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.
- d. 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.
 - a) All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation
 - b) The interested Bidders should evince interest to participate in EoI within 3 days of publication of Corrigendum to the EOI.