



CAIRN INDIA LIMITED

GLOBAL EXPRESSION OF INTEREST FOR SUPPLY OF SOFTWARE AND IMPLEMENTATION SERVICES FOR WELL INTEGRITY AND FLOW ASSURANCE SOFTWARE SYSTEM - BASED ON RISK BASED INSPECTION STRATEGY

“Global Expression of Interest” is sought for three operating assets of the Company.

RJ-ON-90/1 block located in the State of Rajasthan, India where Cairn India Ltd (“CIL”) is the Operator, on behalf of Joint Venture Partners Cairn Energy Hydrocarbons Limited and ONGC. Subsequent to several successful oil & gas discoveries in the area, CIL is in the process of development of the Mangala Oil and Raageshwari Gas Fields. Production has already commenced in 2009. The Mangala Processing Terminal processes the crude oil & transports the oil to the Gujarat coast via a 660 Km long 24” diameter pipeline. Raageshwari Terminal processes the gas & accompanying condensate for transporting to Mangala Processing Terminal (MPT) / Export Pipeline.

CB/OS-2 block located on the west coast of India where Cairn India Ltd (CIL) is the operator, on behalf of Joint venture partners CIL, ONGC & Tata Petrodyne Ltd. Oil and gas produced from three offshore platforms is transported to the onshore processing terminal situated at Suvali, Hazira near Surat via a 35 km long 24 “ diameter pipeline.

Ravva block located in the east coast of India in the state of Andhra Pradesh where Cairn India Ltd. (CIL) is the operator of the offshore field on behalf of Joint Venture Partners. The offshore facilities consist of eight well head platforms, production, injection fluid pipelines and SBM system for crude loading. The processing plant is located at Surasaniyanam, 1 km from coast, to treat produced well fluids, injection water and to transport crude and gas.

CIL seeks Global Expression Of Interest under International Competitive Bidding Process (“ICB”) for provider and Implementation Agency (Indian and International both) to provide Well Integrity and Flow Assurance Software System including Risk Based Inspection. Scope includes enhancement possibility, installation and implementation of software including training and rollout sessions that will support the strategy and approach of Risk-based Inspection (RBI) with intelligent alarm system for onshore and offshore wells.

TECHNICAL:

Contractor shall have proven track record in providing such software and similar services in hydrocarbon industries. Experience of atleast five implementation cycles and post-implementation support services. In brief, the scope of work shall include following:

Supply of Software: Software should have below key features as a minimum

- a) Development of Safe Operating Envelope for various parameters governing the integrity and limitations of various Cairn Wells (Wellhead, Christmas Tree, down-hole casing and tubing, Various Annulus)
- b) Develop a Risk Matirx based on International Standards of Well Integrity including but not limited to Norsok – D10, API-RP-14H, API-RP-14B, API-RP- 90, API-6a
- c) Upload the required Cairn data in the software as available for Integrity and Flow Assurance management
- d) Intelligent alarming system for various parameters based on the risk level breached.
- e) Generation of automatic work-list and next inspection date based on time schedule or condition-based inspection plan
- f) As a minimum can interface with existing Babelfish, Open-Wells, Corrosion Prediction and Scale Squeeze software, Excel spreadsheets, word documents
- g) Predict remaining life of various components based on corrosion rates
- h) Allows drawings, document, photograph, audio and video files attachment.
- i) Allows capturing failure mechanisms in the system and analysis of failure modes thereafter.
- j) Captures measured data; both online and via batch loading through excel or through backend interface of SAP system database.
- k) All points (including calculated points) may be added and configured by Cairn Administrator.

Supply of Services:

- a) Implementation of services including training sessions and workshops
- b) Post Implementation support
- c) Software enhancement and technical support services as part of Annual Maintenance Contract (AMC)
- d) Cairn personnel to be given administrator rights
- e) Cairn personnel to be able to use the latest released version of the software should the AMC be dis-continued



Only those companies possessing substantial and proven record of performance in executing similar contracts should respond to this notice. Companies are requested, as a minimum, to submit the following documents and details:

- a) Letter of interest with detailed company information detailing their nominated management staff and business process support to carry out a multi-year, services campaign for these types of services.
- b) Technical details of the software - specifying key functionalities.
- c) Lists of similar work successfully executed in the last five years and similar projects/agreements currently under execution (with particular emphasis on work carried out with Oil and Gas Operators). Contact details from earlier projects shall be provided.
- d) Details of knowledge, experience, certification of Technical and Service team.
- e) List of policies, procedures and quality assurance practices currently in place for the execution of similar work.
- f) Health, Safety and Environment (HSE) policies, procedures and statistics covering last 4 years.

FINANCIALS:

The following financial evaluation criteria will be used for evaluation of financial standing and the contractors not meeting any of the criteria for any specific tender requirement may be disqualified from the bidding process –

- i) Net Worth – Positive net-worth of at least 20% of estimated annual contract value in each of the immediately preceding two financial years.
- ii) Turnover - Annual turnover in each of the immediately preceding two financial years should be two times the estimated average annual contract value.
- iii) Liquidity – Liquidity ratio in each of the preceding two financial years shall not be less than 0.75

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.
- e) Certificate should also mention the fact that there is no requirement of audit of the financials as per the local law.
- f) 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 21 days of publication of Expression of Interest.

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 above documents and details for prequalification via [Smart Source](#).