



WE FUEL AMAZING

CAIRN INDIA LIMITED

## **EXPRESSION OF INTEREST (EOI) FOR HIRING OF OPERATION SUPPORT SERVICES AND FABRICATION & SUPPORT SERVICES OF ONSHORE OIL AND GAS PROCESSING AND OFFSHORE PLATFORMS AT RAVVA BLOCK**

Cairn India Ltd. ("CIL") is the Operator of the Offshore **Ravva Oil and Gas Field (Ravva)**, on behalf of itself and its Joint Venture (JV) partners Oil and Natural Gas Corporation Limited (ONGC), Videocon Industries Limited (VIL) and Ravva Oil (Singapore) Pte Ltd. (ROS), located off the east coast of the state of Andhra Pradesh, India.

CIL intends to avail Operation & Projects support services & Lab chemist services and Fabrication and support services from reputed manpower supply contractors for Three (3) years on call out basis for carrying out various onshore oil and gas processing and offshore platforms operational activities.

### **SCOPE OF SERVICES**

#### **Operation Support Services:**

Operational support services shall encompass both offshore and onshore operational activities. Offshore operations include but not limited to start-up, shut down and normal operation (choke up / down) of wells, safety watch during the execution of any work (cold work / spark potential / hot work/ confined space entry), work permit processing and monitoring, commissioning of new units / equipment / skids, as and when required, carrying out pigging operation, first line maintenance such as lube oil topping-up, chemicals charging, strainer cleaning etc., Report preparation / documentation, carryout assigned duties allocated by the Fire and Emergency Teams during emergency.

Onshore operations include but not limited to start-up, shut down and normal operation of all units / skids, periodic monitoring & recording operation parameters (data logging), taking appropriate corrective action in case of plant upsets and abnormal plant conditions, safety watch for the assigned plant area during the execution of any work, commissioning of new units / equipment / skids, as and when required, carrying out pigging operation, first line maintenance such as lube oil topping-up, coolant topping up, chemicals charging, strainer cleaning etc., Work permit processing and monitoring, participating in Job Safety Analysis (JSA) and risk assessment of major activities, report preparation / documentation, carryout assigned duties allocated by the Fire and Emergency Teams during emergency, carry out any specific work (related to operation) assigned by Production Manager and laboratory activities like sampling and analysis, report generations etc.

The Contractor should be able to provide qualified personnel for the above services.

- For plant operation services, the contractor shall engage Graduate Engineers (Chemical / Mechanical Engineering/) with **minimum of three years** industrial experience or Diploma Engineers (Chemical / Mechanical Engineering) with **minimum of five years** industrial experience in oil & gas industries, refineries, petro-chemical industries or fertilizer plants and they shall only be considered.
- For Lab chemist services, the contractor shall engage **MSc Chemistry** degree holder with minimum **three to five** years hands on experience on laboratory analysis in oil & gas industries or petrochemical plants or refineries.



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**Offshore Operational units:**

Well heads, test separator & associated flow meters, chemical injection units, pig launchers / receivers, CDD system, hydraulic well head control panels, solar power & battery units, crane, diesel generator, firefighting facilities and rescue kits.

**Onshore Operational units:**

Crude stabilization units – Train I, Train II & Train III (OLD CSU), Multi-Phase Pumps (MPP skid), gas plant– I including gas compressors, refrigeration and glycol units, terminal including pig launchers & receivers, hot oil heater unit, gas plant–II (RSGDP) plant including gas compressors, refrigeration and glycol units, TSGR units, flare system, crude oil floating roof storage tank and oil export pump skids, produced water treatment plant including Induced Gas Floatation (IGF) units, water injection facilities – bore wells, filter skids, injection pumps etc., Utilities – instrument air skids, cooling tower, power generation turbines etc., API separator, fire water pumps – diesel engine operated and motor operated, PLC based process control systems and ESD systems, ETP & STP units and Laboratory.

**Fabrication and Support Services:**

- Operation support services expected from the service providers in the areas of oil and gas industry but not limited to Supervisors, Fitters, welders and riggers/scaffolders.
- Based on the requirement, Manpower shall be engaged at onshore terminal and offshore platforms for carrying out structural fabrication, piping fit up, welding, scaffolding (including overboard scaffolding) and rigging and production support services.
- Contractor shall be in a position to supply additional (Supervisors, Welders, Fitters and Riggers/scaffolders) manpower during plant shutdown activities, projects and emergencies, upon 2 week notice from CIL.
- Company shall provide Welding machines, Gas cutting set, Grinding machines, Hydra crane, fork lift, and lifting tools and tackles and consumables like welding electrodes, gas cylinders, Grinding & Cutting wheels required to carry out the work.
- Company shall provide Personnel Protection Equipment (PPE) like welding face shield, grinding face shield, cutting goggles, welding apron, welding leather gloves, ear plugs and cotton gloves.
- Contractor shall provide all other necessary PPE like coverall, safety goggle, safety shoe, safety Helmets for personnel. Contractor shall provide a minimum of two (2) pairs of coverall and two (2) pairs of safety shoes considering the nature of work. The colour and the model shall be on mutually agreed terms.
- Personnel engaged for offshore works should have undergone sea survival training (Personal Survival Technique (PST)) and HUET (Helicopter under water evacuation training) prior to deployment and shall submit all relevant certificates, training records to HSE department at the time of reporting at site.
- Contractor shall provide Food, Accommodation, and Transportation for the personnel.
- Vendor shall ensure equal on and equal off pattern for all personnel deployed for the services.



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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](#)

1. Company profile, including details on experience
2. Experience
  - Demonstrate minimum Five (5) years of experience of the similar jobs carried out in Oil and Gas sector.
  - Details of current commitments
3. HSE Systems:
  - For all projects executed in last 5 years
  - HSE Manual/Policy
  - Project specific HSE Plan for similar project
  - Details on QA/QC and HSE systems
4. 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 –

**Operation Support Services :**

- Net Worth – Positive net-worth of at least INR 0.61 crores in each of the immediately preceding two financial years
- Turnover - Annual Average turnover in each of the immediately preceding two financial years should be INR 6.15 cores.
- Liquidity ratio in last 2 financial years should not be less than 0.75.

**Fabrication and Support Services**

- Net Worth – Positive net-worth of at least INR 0.78 crores in each of the immediately preceding two financial years
- Turnover - Annual Average turnover in each of the immediately preceding two financial years should be INR 7.8 cores.
- Liquidity ratio in last 2 financial years should not be less than 0.75.



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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

5. Ownership details (whether potential bidder intends to execute the service themselves – or sub contract all or part of the activities?)
6. The personnel deployed shall have minimum 8 years of experience in the respective field.
7. The personnel engaged for offshore operations shall have undergone sea survival & HUET training prior to deployment and certificates shall be submitted to Training Manager / HSE department at the time of reporting at site.
8. Previous upstream or downstream oil and Gas Company experience within India: Yes/No?
9. Capability for mobilization and time required for bidder to mobilize if awarded tender (max. 30days)
10. Bidder to have good mobilization record for personnel. Past track record shall be submitted by bidders. Average mobilization period of 15 days is preferable and beyond 30 days is not acceptable.
11. Company to provide documents to prove their capability and availability of adequate resources to execute the job.
12. Letter of interest with detailed company information as follows:
  - State the name of the parent Company
  - State the name/address/phone/e-mail of the company that would execute the Contract
  - If a Joint Venture to be proposed, state the name/address/phone/e-mail of all Joint Venture partners
  - Organization structure
  - Size of Departments

The interested suppliers should evince interest to participate in Eoi within 14 days of publication of Expression of Interest.