



CAIRN INDIA LIMITED

**GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETATIVE BIDDING (ICB) BASIS FOR SUPPLY OF H<sub>2</sub>S SCAVENGER LIQUID CHEMICAL FOR OIL FIELD APPLICATION**

**1. Introduction**

- 1.1. Cairn India Limited ("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.
- 1.2. CIL on behalf of the JV partners invites reputed contractors (both Indian and International) to express their interest to participate in pre-qualification as bidders and to participate in International Competitive Bidding Process ("ICB for supply of Oil Field H<sub>2</sub>S Scavenger liquid chemical for effective scavenging of H<sub>2</sub>S generated from wells).

**2. Requirements of the proposed scavenger**

- 2.1. H<sub>2</sub>S scavenger to be liquid chemical.
- 2.2. H<sub>2</sub>S scavenger shall be with minimum 55% active hexahydro-1,3,5-triazine-1,3,5-triyl)2,2',2'' triethanol triazine active component.
- 2.3. It shall be non-oxidizing type and water soluble or can have both water & oil dual solubility.
- 2.4. It shall not get influenced by other oil field chemicals, biocides, corrosion inhibitors & scale inhibitors etc. and, shall be compatible and vice versa.
- 2.5. It shall be suitable for both continuous and batch applications in oil-water streams both surface and down holes.

**3. Pre-Qualification Criteria**

Only those companies possessing substantial and proven record of having experience Experience in supplying as a least, 200 KL of H<sub>2</sub>S Scavenger Liquid Chemical for Oil Field Applications per year, for at least two (02) years of the for last three (03) years. **Documents to be submitted**

Interested parties are required to submit, as a minimum, the following documents and details

- 4.1 Letter of interest clearly indicating the Project reference Detailed company/consortium information detailing their nominated management, staff, and business process support to carry out a multi-year supply capability of H<sub>2</sub>S Scavenger.
- 4.2 Details of completed or currently running similar contracts in the last five years under headings (with particular emphasis on work carried out with Oil and Gas Operators):
  - a) Brief scope of work
  - b) Value of work in INR
  - c) Contractual Duration
  - d) Clients name
  - e) Contact details of the Client - (CIL) may approach the client directly for the feedback).
  - f) Completion or credential letters,
  - g) Blending Facilities and laboratory and dynamic simulation test beds.
- 4.3 Product data sheet & MSDS of H<sub>2</sub>S Scavenger and working principle of scavenger along with mode of determination of minimum dosage quantity.
- 4.4 Details of manufacturing capacity or Outsourced manufacturing capacity – clearly indicating the source of product and Supply chain from manufacturing facility to delivery point.
- 4.5 Spill Contingency plan - Bidder shall demonstrate necessary expertise in handling chemical spills & necessary equipment's shall be provided by bidder in case of chemical spills.
- 4.6 They shall also demonstrate previous experience and capability of supplying similar chemicals in remote locations.



## CAIRN INDIA LIMITED

- 
- 4.7 List of policies, procedures and quality assurance practices currently in place for the execution of similar work. Bidder has to demonstrate the HSE policy related to Chemical handling from their blending facility to till the application.
  - 4.8 Health, Safety and Environment (HSE) policies, procedures and statistics covering the last 2 years.
  - 4.9 Valid Quality Certifications / Accreditations
  - 4.10 Valid HSE Certifications / Accreditations
  - 4.11 LTI Track record for last 3 years (Hrs lost)
  - 4.12 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 those companies meeting the below criteria shall respond to the EOI
    - a. Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value.
    - b. Positive net worth in each of the immediately preceding two financial years.
    - c. Liquidity ratio in each of the preceding 2 financial years shall not be less than 0.60.

### 5 Points be noted by interested parties

Following additional points will be considered for evaluation of financial performance:

- 5.1 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.
- 5.2 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.
- 5.3 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.
- 5.4 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.
- 5.5 All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation.

### 6 Process of evincing the Expression of Interest

- 6.1 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 i.e. <http://www.cairnindia.com> 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].

### 7 Time period

- 7.1 The interested parties should evince their interest to participate in EOI within 14 days of this publication of seeking expression of Interest.