



WE FUEL AMAZING

CAIRN INDIA LIMITED

EXPRESSION OF INTEREST (EOI) FOR HIRING OF PASSENGER VEHICLES FOR BHOGAT FOR 3 YEARS

Cairn India Ltd. ("CIL") is the operator of RJ-ON-90/1 block, on behalf of itself and its Joint Venture (JV) partners Cairn Energy Hydrocarbons Limited and the Oil and Natural Gas Corporation (ONGC), located in Barmer district, in the state of Rajasthan, India. The Block contains a number of major oil discoveries, including the Mangala field, the largest onshore oil discovery in India since 1985. The 'Expression of Interest' is sought for developments in Rajasthan Block, where Cairn India Ltd ("CIL") is the Operator.

CIL on behalf of its joint venture partner's invites Expression of Interest under National Competitive Bidding ("NCB") process from reputed Contractors with demonstrated HSE performance and proven track record for providing vehicles on Monthly Hire and day rate hire call out basis.

CIL and its JV partners have approval from Government of India (GOI) for a pipeline to transport crude oil from the Block at Barmer, Rajasthan to a coastal terminal & Single Point Mooring (SPM) loading facility in Arabian Sea near Bhogat, Gujarat in India.

The pipeline project involves an Oil Export Pipeline and Gas (fuel) Pipeline of approximately 675 km, pumping / terminals and related facilities for the transportation of crude oil from the upstream process terminal at the Mangala field to the downstream terminal point on the Gujarat coast at Bhogat, in Jamnagar District. Cairn has developed Crude Oil Storage and Marine Terminal facilities at Bhogat located in Jamnagar district (Gujarat) on Western coast of India. Terminal is 8 km away from the Arabian Sea.

The scope of services would broadly consist of the following:

- The contract shall be for dedicated vehicles on Monthly Hire and day rate hire call out basis for duration of three (3) years.
- Provision of passenger vehicles along with fuel & drivers on hire basis for their operations in Bhogat, Gujarat, to transport personnel within Gujarat and neighbouring states as per requirement. The tentative requirement of vehicles shall be ~20.

In view of the nature of the scope, only those Companies meeting the following criteria as a minimum should respond to the EOI:

1. Annual Turnover of >= INR 6.2 Crore in immediately preceding 2 financial years.
2. Positive net worth of at least INR 62 Lakhs in each of the immediately preceding 2 financial years.
3. Liquidity ratio in each of the preceding 2 financial years shall not be less than 0.75.
4. Minimum 5 years of experience as operators / contractors providing passenger vehicles.
5. Contractor should have registration in Gujarat not later than 2011.



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Companies are requested, as a minimum, to submit the following documents and details:

1. Letter of interest clearly indicating the Project reference
2. Detailed Company Information with Organization structure, List of manpower with CVs of key personnel (Project Manager/ Maintenance Manager /Head of Operations), Parent company, support agencies and other facilities and resources
3. Details of completion of similar type of contracts in the last Five years and similar contracts/agreements currently under execution under headings:
 - a) Brief scope of work b) Value of work in INR/USD c) Contractual Duration d) Actual completion of Project e) Clients name f) Contact details of the Client (CIL may approach the client directly for the feedback) HSE statistics, LTI graph etc.
4. Details of resources available with contractor relevant to advertised EOI viz Vehicles, Driver pool etc
5. Details of capability to mobilize and commence work to meet CIL's schedule. The Contractor's experience in mobilizing on schedule should be clearly stated.
6. Details of Particular experience of providing Services in remote areas where rapid mobility and flexibility to accommodate CIL programme is paramount. Evidence supporting successful major operations in remote areas must be submitted.
7. Details of Management, Operating and Maintenance schemes with copies of certification
8. Intent to develop a close long term relationship with CIL.
9. List of policies, procedures and quality assurance practices currently in place for the execution of similar work.
10. In case of sub-contracting, submission of above relevant documents of the proposed sub-contractors.
11. Details of HSE management system, HSE policy and implementation procedures in line with internationally accepted practices with statistics for last 3 years (LTI etc).
12. Quality assurance & Quality control plan/ procedures in place for the execution of similar type of work, Copy of ISO or any other certification as applicable
13. Company's financial performance documents (Audited Balance sheets, Profit and Loss Account & cash flow statement , Auditors Report and Notes to Accounts etc.) for last 3 (three) years. Latest financial statement should not be older than 18 months on the date of submission of response to Expression of interest. Following additional points will be considered for evaluation of financial performance:
 - 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.



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- 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.
- e) All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation

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 i.e. <http://www.cairnindia.com> 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 suppliers would be requested, as a minimum, to submit the above documents and details for prequalification via [Smart Source](#) within Fourteen (14) days of publication of Expression of Interest.