



WE FUEL AMAZING

CAIRN INDIA LIMITED

**EXPRESSION OF INTEREST (EOI) FOR PROVIDING FIRE TENDER AND FIRE FIGHTING SERVICES  
AT VIRAMGAM AND RADHANPUR TERMINAL FOR MANGLA DEVELOPMENT PIPELINE  
OPERATIONS**

**REFERENCE NO. - CIL/PSCM/EOI/ROA/1000034008**

Cairn India Ltd. ("CIL") is the operator of the Block RJ-ON-90/1 (the "Block") in India, and operates the Block on behalf of itself and its Joint Venture (JV) partners Cairn Energy Hydrocarbons Limited and Oil and Natural Gas Corporation (ONGC). The Block contains a number of major oil discoveries, including the Mangala field, the largest onshore oil discovery in India since 1985. CIL and its JV partners have approval from Government of India (G.O.I) for a pipeline to transport crude oil from the Block at Barmer, Rajasthan to a coastal terminal facility in Gujarat.

The pipeline project involves a main 24" underground/ continuously heated/ insulated Crude Oil Export Pipeline of approximately 670 km, 24"/ 10" spur lines, 8" Gas (fuel) Pipeline, intermediate pumping station/ terminals and related facilities for the transportation of approx. 1, 75,000 barrels of crude oil per day from the upstream process terminal at the Mangala field to the different customers along the Pipeline route and land fall terminal point at Bhogat, in the state of Gujarat.

CIL intends to enter into a contract for tentatively 3 years for providing standby fire tender and fire fighting trained manpower services at Viramgam and Radhanpur terminal to ensure that any incident during a fire accident at Viramgam terminal and Radhanpur terminal is immediately responded and contained in a safe and reliable manner with minimal environmental impact.

CIL on behalf of its joint venture partner's invites reputed & experienced contractors possessing substantial and proven track record of performance to express their interest to participate in pre qualification as bidders and to participate in competitive bidding process. In view of the nature of the scope, only those Companies meeting the following criteria as a minimum should respond to the EOI:

1. Average Annual turnover of  $\geq$  INR 7.2Cr in any of the last three years.
2. Possessing minimum of 3 years of recent experience in executing the similar services.
3. Proven record of performance in executing at least 01 project of 3.6 Cr ongoing or in past 05 years (or) 02 projects of 1.8 Cr each in past 05 years or 03 Projects of INR 1.08 Cr each in past 05 years
4. Should be profit earning firm/company for at least three preceding years.



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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 suppliers would be requested, as a minimum, to submit the following documents and details for prequalification via [Smart Source](#):

1. Letter of interest clearly indicating the project reference
2. Detail Company information with Organization structure, List of manpower with CV’s of key personnel, Parent company, support agencies and other facilities and resources.
3. List/ Details of similar type of services successfully executed in the last three years and similar projects/agreements currently under execution (with particular emphasis on projects carried out in Oil & Gas industry) under headings a) Brief scope of work b) Value of work c) Contractual duration d) Actual completion of project e) Client name f) Contact details of client (CIL may approach the client directly for feedback)
4. Typical project planning and execution methodology
5. Details of resources owned by company in terms of trained manpower/Fire tenders.
6. Details of capability to mobilise and commence work to meet CIL schedule. The Contractor’s experience in mobilising on schedule should be clearly stated.
7. 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.
8. List of policies, procedures and quality assurance practices currently in place for the execution of similar work.
9. Health, Safety and Environment (HSE) policies, procedures, manual in line with internationally accepted practices and HSE statistics covering the last 3 years
10. 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
11. Copy of registration certificates (Labour law, EPF, Registration etc)
12. Company’s financial details for last 3 years (Including JV Partner’s financial , if proposed) i.e. Audited balance sheets, Profit and Loss Account & cash flow statement for last 3 years & following details separately.
  - a) Company Turnover based on last 3 audited/Financial statements.
  - b) Company’s Net Worth based on last 3 audited/Financial statements.
  - c) Working Capital based on last 3 audited/financial statements.
  - d) State the banker’s name, address and Solvency certificate from bank indicating the credibility limit in financial terms

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