

## **EXPRESSION OF INTEREST (EOI) UNDER NATIONAL COMPETITIVE BIDDING (NCB) FOR PROVISION OF MEDICAL SERVICES ACROSS INDIA FOR CAIRN OIL & GAS**

Vedanta Group has \$30bn revenue and \$10bn profit and further plans to invest \$20bn in next 4-5 years for the expansion of brownfield capacity and setting up green field capacity for oil and gas, renewable energy, display glass, semiconductor, mining, and smelting. Vedanta is one of the leading players in the market.

Cairn Oil & Gas, Vedanta Ltd., is India's largest private oil and gas exploration and production company having current interest in 62 blocks and accounting for a quarter of India's domestic crude oil production. Cairn Oil & Gas has a vision to achieve 50% of India's crude production and contribute to India's energy security.

Cairn Oil & Gas, Vedanta Ltd., on behalf of itself and Joint Venture (JV) partner(s) invites interested contractors with proven capabilities and demonstrated performance in similar requirement to express their interest in pre-qualification to participate in a **National Competitive Bidding (NCB)** process for **provision of medical services in Rajasthan, Gujarat, Andhra Pradesh and Northeast region of India.**

### **Brief Scope of Work**

- 1) Vendor will sign the service level agreement at the time of PO with individual business Unit as applicable with required breakup of line items.
- 2) Vendor to note the requirement below is only indicative. Further addition/deletion can occur based on business requirement.
- 3) Vendor needs to conduct a detailed survey for understating the requirement of each site/mine/ processing to comply with the scope requirement.

### **Industrial Hygiene Program**

- In Adherence of Compliances and List of Company Standards vendor shall drive industrial hygiene program across all company sites followed by a recommendation document for all the BUs and guide to implement and monitor improvements.
- All equipment/gadgets required shall be bought/maintained by vendor. Also, Vendor to ensure equipment/gadgets/vehicles used are as per the site requirement and complying with business and statutory requirement.
- All vehicle required for the movement will be under the scope of vendor are as per the site requirement and complying with business and statutory requirement. (Intra-field movement will be under the scope of Vedanta, CAIRN Oil & Gas)
- Risk Assessments – To carry out the qualitative and quantitative risk assessment pan India vertical as per the ACGIH standards, OSHA and OISD standard Certified Industrial Hygienist (CIH).
- The sample collection as per sampling plan will be executed within 15 days of receiving PO and work completion will be within 3 months of start of work. Result compilation and interpretation shall be done by Certified Industrial Hygienist (CIH) or equivalent within 30 days of completion of site work. The draft report & final report will be prepared by Certified Industrial Hygienist (CIH) and submitted to VL within 60 days and Final report and OH RA report within 90 days of completion of work.

- The following workplace hazards shall be studied by vendor to ensure a comprehensive industrial hygiene survey and monitoring for risk assessment study. There are physical hazards, chemical hazards, ambient air quality & personal dust monitoring, indoor air quality, biological monitoring for chemical exposure, radiological exposure monitoring and ergonomics monitoring.
- Recommendations to reduce the hazard with required details to be mentioned in the report and in the next periodical IH survey shall be monitored and trend analysis report to be plotted in the report.
- Training and Awareness Sessions – Minimum one hour training per employee, both direct & indirect employees on all occupational health hazards.
- Biological Indices Monitoring: Urine or blood samples to be collected for the biological indices monitoring as per the requirement

**Community Health Impact Assessment:** Vendor scope of work involves carrying out survey regarding all health parameters, as per ICM, applicable statutory and company guidelines, of the surrounding community and employees and to verify co relation of health impact of the business. The same includes the following but not limited to -

**The Report should include** – CSR action plan for next three (3) years detailing out the projects/ activities to be taken up based on HIA outcome. Draft report within 1 month and final report after 15 days of submission of draft report by appropriate authentication certification.

### **Occupational Health Centres**

- Vendor shall be solely responsible for end-to-end running and management of all first aid centres/OHCs/Dispensaries/clinics within the plant boundary / factory premises / townships of Cairn.
- These centres have facility for emergency medical care, pharmacy, observation room, ECG, spirometry, ophthalmic test, audiometry, blood sugar, blood grouping, troponin test, malaria test, dengue test, urine routine microscopic, urine fluoride test and record keeping for all routine, non-routine jobs including pre-employment and periodic medical examination for contractor employees, health awareness, training, onsite inspection, first aid box maintenance, emergency medical care and referral. Medevac facilities like by ALS ambulance road transfer, air medevac by air ambulance key activities (but not limited to) of vendor for running First aid centres/OHCs/Dispensaries/clinics.
- Conducting diagnostic tests and shall have tie-up with the NABL accredited Labs conducting for special tests including occupational, epidemics, endemics and for pandemic infections.
- Vendor shall make arrangement to conduct special medical examination for associate partners like work at height test, confined space test, medical fitness and/or any other as per the request submitted by company.
- Vendor shall make arrangement to conduct and or verify Pre-Employment, periodical medical Examination & exit medical examination and/ or any other specialized test / tests of all employees of Vedanta limited Cairn Oil & Gas and associated Business Partners of Cairn.
- The Service timings will be appointed as per the hours specified by the units i.e. A, B, C, for 8 Hrs. shift **24\*7 and/or day/night 12 Hrs shift 21/21 Days**, or G shift. Vendor to ensure medical officer will be

available for consultation either in G Shift or A, B, C Shift 8 Hrs. and/or day/night 12 Hrs shift 21/21 Days as required by business unit 365 days at Ambulance Room or FAC or OHC or Dispensary.

- Vendor to ensure one nurse and one ambulance technician / emergency care technician or pharmacist will be available 24x7\*365 days in 3 shifts and/or day/night 12 Hrs shift 21/21 Days as required by state factory rule or DGMS. Male/Female nurse will be engaged in night shift as per applicable state specific rules and regulations.
- All Emergency/IOD cases of employees & associate partner are to be treated at the above centre free of cost and if required the Vendor will arrange for the critical cases transfer to secondary/tertiary care centres by ambulance free of cost. During transfer of patient ambulance technician need to accompany the patient
- The vendor will also provide part time/visiting-consultation/tele-consultation consultation, which is not limited to pathology, radiology, ENT, eye, dental, dermatology, cardiology, neurology, diabetes, psychiatry, and other specialists depending upon needs of unit. The visiting consultation fees will be billed to the Cairn units. Specialist service such as, medicine specialist, lady OBG / paediatrics as per requirement at business unit, orthopaedics / surgery specialist as per requirement at units, anaesthetist / chest physician / emergency medicine specialist as per requirement at BUs.
- Vendor will also ensure inpatient/outpatient care, referral service, rehabilitation, wellness service and counselling service. (as per site specific requirement) . Vendor will also need to have tie up with a local hospital for referral.
- Number of doctors (all combined) shall be minimum 1 per 1000 employees (direct and indirect / business partner employees combined) and minimum seven (7) paramedics per one doctor (7:1).
- Vendor to provide telemedicine/ e-icu management as per BU requirement.
- Vendor shall organise Health Camps which to be conducted for VL employees, dependents, and associate partners. (Monthly one health promotional program minimum). Specialised health camps like Bone Mineral Densitometry & Metabolic Syndrome camp, voluntary blood donation camp, eye check-up/cataract check camps, pulse polio camp, nutritional counselling \_ dietician Visit, pap smear camp, HIV AIDS awareness camp.
- Providing vaccination for the preventable diseases to the employees and their families whatever applicable as per the BU facilities.
- All health camps which to be conducted for VL employees, dependents, and associate partners with relevant screening diagnostic tests. Vendor scope shall include promotion of health-related activities /events as per calendar such as celebration of health days like World Health Day, World Hypertension Day, World Food Day, World HIV/AIDS Day, World Heart Day, World Diabetes Day etc. or as per the scheduled Health awareness camps required by BU.

### **Medical Staffing**

- As one of the key requirements of the contract, Vendor shall provide all required medical personnel manpower (except on Vedanta Payroll) for smooth functioning of the First aid centres/OHCs/Dispensaries/clinics. The same shall not be limited to doctors, physicians, nurses, paramedics, lab technicians, radiologist, audiologist etc. Further:
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- 1) Vendor shall recruit and place all staff required to run the Hospital, Clinic, ECU, OHC, Dispensary, FAC. Vendor will share job description and skill matrix (3R2A as per IMS) of candidates to company before appointment for approval.
- 2) As per the requirement of individual business Unit / site, vendor shall provide doctors and paramedics.
- 3) Vendor shall ensure to recruit factory medical officer with qualification of MBBS, AFIH with minimum 2 years' experience from the date of MCI registration (MBBS) and after completion of internship working in remote sites/industry handling both on/off site medical emergencies.
- 4) All nursing staff will have desired qualification of GNM/B.Sc.-Nursing and minimum three (3) years of experience.
- 5) Retired service personnel from Armed Forces, Paramilitary forces with requisite experience will also be considered.
- 6) Vendor shall ensure qualified paramedical staff which includes ECG & Spirometer technician, Lab technician, Ophthalmic Asst/Optomtrist, Audiologist & nursing staff, OT Nurse (minimum qualification-BSc/GNM + 2-year experience), Pharmacist, and record keeper (Medical data entry Operator).
- 7) For doctors – Minimum age is 25 years and maximum age is 58 years and for staff – minimum age is 21 years and maximum age is 58 years.
- 8) Doctors, Paramedics, Lab Technicians, Biomedical waste handlers, Ambulance Drivers (all medical staff) need to undergo Pre-Employment Medical Check-Up and Periodical Medical Check-up including annual medical and Vaccination is in Vendor scope as per the BU protocols
- 9) Welfare Measure: 2 to 5 Lakhs family health insurance for each medical staff in vendor scope.

Note: As many of sites are currently running with multiple decentralised manpower contract, same personnel can be onboarded as part of the consolidated contract to ensure the existing amalgamation is being continued, given all the required technical parameters are met.

Vendors need to submit resume / CV of doctors, paramedics, nurses, technicians etc. for company prior approval to Chief Medical Officer VL CAIRN Oil & Gas. Vedanta withholds the right to interview the medical and paramedical staff before engagement in the Vedanta services through service provider. Verification of qualification and educational qualification documents in the scope of the Vendor.

### **Medical Equipment Supply, Calibration & Services and Consumables**

- 1) Responsibility for usage, wear and tear of medical equipment lies with the Vendor. They shall be responsible for complete maintenance, calibration, AMC/CMC, preventive maintenance/calibration and up keeping valid certificate of all equipment which are available at present and will be purchased in future.
- 2) Vendor will purchase all clinical consumables like laboratory reagents, ECG paper roll, PFT disposable mouthpiece, ECG Jelly, AED defibrillator pads and batteries, dental consumables, X-ray, and linen etc as is required per medical examination and patient care. Other consumables like medical PPEs, medicines, surgical items & first aid box items, all training material also will be in the scope of vendor.

- 3) Service provider will supply all official protective equipment required to its staff on duty and seasonal protective equipment, woollen, and seasonal protection clothes.
- 4) Oxygen Cylinder periodic Hydro-testing (once per five years as minimum, or as per applicable company / statutory regulation), refilling and other ancillary services will be in the scope of vendor.
- 5) For equipment like Xray, ultrasound etc., which are not allowed in premises in compliance to Factory Act, vendor scope of work includes to liaison with external parties for the required tests and reports.
- 6) First aid boxes, contents, and posts as per the Legal compliance (Shall not be less than one for 150 persons) including replenishment (additional medicine requirement will be under cost-plus service) and weekly checking is under Vendor scope.

### **Information Management**

- 1) The Vendor will maintain all data as per parameters specified in SAP EHS system or any other EHS software for entry of medical surveillance data and patient care, referral data and inventory record in software including Immunization, birth, death, OPD, IPD, Referral, MLC, Domestic violence data. Medical documents are to be entered in the software for early identification, for health indices, for health trending are in the Vendor scope. (Vendor to ensure a single unified open-source software is used for all Business Units/ sites)

The Vendor will maintain proper record of procurement and consumption of medical consumables in Hospital Management Software and the same record will be verified at the time of certification of bill.

Transfer of historical / existing records, data and information to the new unified system shall be part of vendor scope of work

Health card both e/ hard copy to be made available to the patient for follow up and trend.

### **Admin Support**

- 1) Vendor shall be responsible for participation as well as closure of recommendation from audits such as internal Health and safety audits, VSAP/ ESG, CAPA compliances, all applicable statutory and regulatory audits etc. All required printing & stationary material as applicable shall be provided by vendor.
- 2) Consequence management (providing recommendation and documentation of same for critical cases shall be part of Vendor scope of work).
- 3) Hard paper documentation and record keeping as applicable (with respect to local government requirement and company) shall be part of vendor scope of work (including the required stationary).
- 4) All required printing and stationary material required for patient care will be provided by the Vendor.
- 5) Acquiring license for Biomedical Waste Generation and Disposal, lab establishment and for running pharmacy shall be in the scope of the vendor. All licenses required if any, are in vendor scope.

- 6) Bio waste handling, segregation, disinfecting and disposal (including logistic and transport) will be in the scope of the vendor. Space required for processing and segregation will be provided by company.
- 7) Vendor shall ensure biometric attendance system to be followed by all staff and send attendance report to Company.
- 8) Vendor shall submit periodic compliance reports of applicable statues to company in such form and manner as many be prescribed by company and shall extend desired cooperation for onsite assessment of the statutory compliance to the authorized representative of company.
- 9) Vendor scope shall also include uploading / sending information to local government / statutory body.
- 10) Vendor will arrange training for paramedical staff and will allow Doctors to attend professional conferences at their own cost.
- 11) Refreshment, vehicle, accommodation of staff, housekeeping manpower and housekeeping consumables, newspaper and journals, travelling and daily allowance (if any).
- 12) All Health Camps which to be conducted for company employees, dependents, and associate partners.
- 13) Expenses related to travel, lodging and fooding of specialist/officials/doctors/staff, printing materials, decorative, refreshment, consumables and mementos. (Only accommodation and food for manpower in 21/21 rota pattern will under scope of VL)
- 14) Vendor shall also provide appropriate displays (at OHC, in plant premises, notice board etc) flexes, vinyl board in OHC area.
- 15) Vaccinations required as per statue for doctors, paramedic and all the other staff, working as part of this contract shall be responsibility of Business Partner.

### **Referral Hospital**

In addition to original tie-ups of vendor, vendor to ensure the existing tie-up with nearby hospitals are also being maintained to cater any emergency. Vendor also need to ensure suitable referrals are in place so that critical patients can be provided with support like ECMO etc, if required in consultation with company designated person.

### **Ambulance ALS Type:**

Sourcing, management, operations, manpower (driver and technicians) and maintenance of Ambulances (including all the equipment) shall be part of vendor scope of work.

The scope also includes work for the advanced life support system, following National Ambulance Code of Motor Vehicle Act as minimum:

- 1) Vendor will ensure availability of ambulance driver, medical emergency technician, ambulance technician with ambulance at site during any work such as confined space, high risk jobs, mock drills, or any other Plant activities as and when required for 24X7. Supply, upkeep, repair and maintenance of the ALS ambulance will be in the scope of vendor.
- 2) Drivers should be medically fit and produce at the time of joining medical record in Form 31 A and Form 25 by a Government/ Private competent (as per applicable local state government



requisite) and registered medical practitioner, in case for OMR required to submit in Form O along with medical reports. For eye check-up fitness need to be produced in motor vehicle driver's fitness eye check-up fitness form.

- 3) Annual conditional monitoring, vibration monitoring and wheel alignment is vendor scope and certificate to be produced to the management.
- 4) Fuel cost up to 2 lakhs kilometre per year in vendor scope, above 2 Lakh km/year fuel actual cost can bill to the company on actuals and bills submission.

## **Air Ambulance**

### Service & Travel Requirements:

1. Aircrafts (Jets and Helicopters) will be placed in Delhi only, at the designated place for the duration of contract and can operate across Pan India as per the needs of the company.
2. Services including inflight medical services such as Doctor, Trained Paramedics and Medical equipment shall be provided by vendor on board.
3. Vendor shall be responsible for obtaining the passport details and other necessary information of foreign passengers on board, if any, as required for the operational clearances and permission of the flight from base locations.
4. Advance notice of three (3) hours will be given to vendor prior to each flight.
5. Vendor to take necessary clearance from Air HQ for permission for parking and AOR at base location where it needs to be landed. Destination shall be communicated to the Vendor by the Company while making a request for service.
6. Vendor to manage entire operations, maintenance and logistic support for the said aircraft operations including fuel and lubricants.

### Operations & Check-In Facilities

1. Vendor shall also provide all necessary support and services including airport ground support equipment, airside transport and allied facilities.
2. Transport of the Injured person or causality by ALS Ambulance with emergency specialist to the referral hospital, after aircraft landing in the airport is in vendor scope.

### Aircraft Type & Eligibility – to be ensured by Vendor:

1. In case of Jet, aircraft will be fixed wing twin engine turbo jet/ turbo prop and as per clearance regarding fit to fly from DGCA.
2. Aircraft should be capable of transferring 1 lie down patient only with 2 attendants. Vendor doesn't allow sitting position of patients as a protocol but however based on the condition of the patient and the doctor's assessment case to case basis the same can be decided mutually.
3. Pressurised Cabin Aircraft only.
4. Aircraft must be operated within the allowable weight limitations specified in the "Approved Flight Manual" or as per regulatory requirement.

5. Aircraft should have a Safety Records as per guidelines laid down by the DGCA or ICAO (The International Civil Aviation Organisation).
6. Medical equipment and lifesaving medicines must be available in air ambulance as per the emergency/causality's conditions communicated to the Air Transport Company three (3) hours prior.
7. Burn case transport cabin shall be provided in case of burn cases.
8. Qualified pilots and holding Indian License for the type of aircraft offered.

### **Other Support**

- 1) COVID or any other disease outbreak –
  - a) Vendor to provide / partner for required testing and associated consumables (test kits and logistics)
  - b) Vendor to provide / support for immunization drives/ activity, in consultation with company designated official
- 2) Child and Adult Immunization – of family members/children of Cairn employees will be done at the clinic on payment basis under the direct supervision of paediatrician. Payment of the vaccines to be borne by the patients

### **Health related activities for community**

#### **Community Program (As and when required at specific Business units of Cairn Oil & Gas, Vedanta Ltd., Unit requirements)**

- 1) Vendor shall organise health camp programs for community, in consultation with company designated person. Vendor scope shall not be limited to sourcing of required trained manpower, supply and maintenance of required equipment / gadgets, arrangements of consumable like posters, medicines, etc.
- 2) Vendor also need to provide fully functional and equipped mobile health unit along with associated medical staff, trained paramedics & technicians, driver etc, and shall be responsible for its operation, maintenance, fuelling etc. (Shall be responsible for end-to-end operation).
- 3) Vendor needs to submit detailed report to company designated official for each Community program taken up with 15 days of the event.
- 4) Vendor to ensure and provide adequate branding for the campaign (in consultation with company designated official).

### **Compliances**

- 1) Vendor scope includes compliance and providing service as per all applicable statutory and regulatory rules, acts, standards, guidelines, ICMM guidelines etc as minimum.
- 2) In-case additional change or revision of the standard / statutory requirement – same shall be complied by vendor.



- 3) Vendor shall facilitate to obtain necessary initial clearance required under various statutes for running control and regulation of the operation of the Clinic. Such approvals include but not limited to approvals/ registration/licenses under all local/state government Clinical Establishment (Control and Regulation) Acts & Rules, prenatal Diagnostic Techniques (Regulation and Prevention of misuses) Act, 1994 & Rules Drugs and Cosmetics Act, 1940 & Rules, Bio-medical Waste (Management & Handling) Rules, 1998, Atomic Energy Act 1962 & Atomic Energy (Radiation Protection) Rules / Act, 2004, Orissa Shops and Commercial Establishments Act, 1956 & Rules, Environment Protection Act and any other such Act applicable as amend from time to time.
- 4) Vendor shall comply, in all respect, with the provisions of all statutes, Rules and Regulations applicable to its employees working in and for the clinic, including but not limited to, Minimum Wages Act, 1948, Payment of Wages Act, 1936, Employees State Insurance Act, 1948, Employee Provident Fund & Miscellaneous Provision Act, 1952, Payment of Bonus Act, 1956, Payment of Gratuity Act, 1972, Employee Compensation Act, 1932, Contract labour (Regulation & abolition) Act 1970, Inter-state Migrant Workmen (Regulation of employment and Conditions of services) Act, 1946 and the Rules made there under or any other labour or industrial laws, as may be applicable.
- 5) Latest Factory Act, DGMS guidelines, Bio Medical Waste Management Rules, OMR & OISD, High raise building act at corporate offices, shall be applicable and compliance to be ensured as minimum.
- 6) IH Program
  - a. Samples are to be taken for analysis as per the ACGIH standard or relevant international standards. For biological sampling collection, analysis and report making vendor shall have contract with reputed labs in India or abroad.
  - b. Analysis of samples: for respective parameters at AIHA Laboratory USA/using approved DRI Method as per the ACGIH standards, OSHA and OISD standards.
  - c. Result compilation, interpretation with recommendations and certification of the reports by Certified Industrial Hygienist (CIH).
  - d. Key Standards for Water Quality Analysis.
    - i. IS 13428 for Packaged Natural Mineral Water or
    - ii. IS 14543 for Packaged Drinking Water (Other Than Packaged Natural Mineral Water) or
    - iii. IS 10500 for Potable Water

#### **Air Ambulance**

- a. Vendor shall obtain for all necessary mandatory clearances for flying from the airports, Refuelling, Alert Pilot, ATC Clearance, FIC/ADC, Air Ambulance Doctor and DGCA Compliance.
- b. All necessary local permits including clearances for Defence controlled operating units, if required and local flight clearance approvals in a timely manner shall be in vendor scope of work.
- c. All primary approvals for the operations and the day-to-day operational approvals shall be within the scope of vendor.

- d. Vendor and/or its pilots will be responsible for all decisions regarding safety determinations with respect to the commencement, operation, and termination of flights. All pilots and charter personnel will be licensed and appropriately certified, and all planes shall have all permits, inspection approvals, registrations, and other licenses. Vendor to ensure that all appropriate steps to ensure the safety of Company passengers/Patients will be taken care of Company Standards.
- e. Vendor scope includes compliance and providing service as per company standards and guidance note all as minimum.
- f. In-case additional change or revision of Company Standard – same shall be complied by vendor.

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

- Bidder should have executed Medical Services in Onshore / Offshore facility for at least three (3) years in Oil & Gas industries/Petrochemicals/Manufacturing plants/Cement plants/Fertilizer Industry / Large Scale industries at remote work site locations.
- Turnover in each of the immediately preceding two (2) financial years should be equal to or more than the estimated Average Annual Contract value.
- Positive net worth in each of the immediately preceding two (2) financial years.
- Liquidity ratio in each of the preceding two (2) financial years should not be less than one (1).

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

1. Letter of interest clearly indicating the service reference on the Letter Head.
2. Detailed Company Information with Organisation structure, List of manpower like with CVs of key personnel (Medical officers, Both Male & Female Paramedics, Ambulance drivers, Industrial Hygiene expert, etc.) with Details of resources available with contractor relevant to the advertised Expression Of Interest (EOI) with respect to current manpower details and similar contracts executed.
3. Parent company, support agencies, and other facilities and resources if any.
4. Details of completion of similar type of contracts in the last Five (5) years and similar contracts / agreements currently under execution under the following headings:
  - a) Brief Scope of Work
  - b) Value of Work in INR
  - c) Contractual Duration
  - d) Actual completion of services with Completion Certificates
  - e) Client's name f) Contact details of the Client (CIL may approach the client directly for the feedback)
  - g) Health, Safety and Environment (HSE) statistics, Lost Time Injury (LTI) record etc.
5. Details of capability to mobilise and commence work. The contractor's experience in mobilising should be clearly stated on a typical schedule in line with similar services.
6. Details of experience in providing similar services in remote areas where rapid mobility and flexibility to accommodate CIL (CAIRN Oil & Gas) program is paramount. Evidence supporting successful major operations in remote areas must be submitted.

7. Knowledge and demonstrated capability for turnkey facilities management projects.
8. Details of management, operating schemes with copies of certification.
9. Intent to develop a close long-term relationship with Vedanta Limited.
10. Quality assurance & quality control manual, and plan / procedures in place for the execution of similar type of work along with copy of ISO or any other certification as applicable.
11. In the case of sub-contracting, submission of above relevant documents of the proposed sub-contractors. The same shall be in tabulated format with all details in categorized manner.
12. Company's financial performance documents (Audited Balance sheets, Profit and Loss Account & cash flow statement, Auditors Report and Notes to Accounts etc.) for last two (2) 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.
- c) Evaluation will be done only based on 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.

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

The interested contractors should evince interest to participate in the Expression of Interest by clicking on the "**Evince Interest**" link for the corresponding EOI listing on the Cairn Oil & Gas website i.e., <http://www.cairnindia.com> and submit their contact details online. Further to this, interested contractors would be invited to submit their response via Smart Source (Cairn's e Sourcing Platform). The contractors would be requested, as a minimum, to submit the above documents and details for prequalification via Smart Source within **Seven (7) days of publication** of this EOI.

