



CAIRN INDIA LIMITED

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**EXPRESSION OF INTEREST (EOI) FOR OPERATION AND MAINTENANCE SUPPORT  
SERVICES FOR ONSHORE TERMINAL, AND OFF-SHORE PLATFORMS  
FOR RAVVA BLOCK FOR THREE YEARS**

Cairn India Limited (“CIL”) is the Operator of Offshore Ravva Oil and Gas Field (Ravva), and operates the Block 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 Limited (ROS), located off the east coast of the state of Andhra Pradesh, India.

CIL on behalf of itself and its Joint Venture partners invites Expression of Interest under National Competitive Bidding (“NCB”) process from reputed and experienced contractors with demonstrated Health, Safety and Environment (HSE) / Quality performance and proven track record in providing Operation and Maintenance Support Services for Onshore Terminal, and Off-Shore Platforms.

The scope of work for this EOI shall basically include following:

The contractor shall provide Operation and Maintenance Support services to carry out Routine Operations and Maintenance activities at Ravva Onshore Terminal, Off-Shore Platforms, and Living Quarters.

Operation & Maintenance Support services will primarily include supply of skilled technical manpower in following categories:

- Electrical services
- Mechanical services
- Quality Assurance / Quality Control services
- Painting Supervisory services
- Fabrication Supervisory services
- Welding and Supervisory services



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

- Minimum five (05) years experience of providing multi-disciplinary Operation and Maintenance Support services in reputed Oil & Gas / Petroleum / Refinery industries.
- Turnover in each of the immediately preceding two (02) 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 (02) financial years.
- Liquidity ratio in each of the preceding two (02) financial years should not be less than 0.60.

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

1. Letter of interest clearly indicating the Project reference on the Letter Head.
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 (05) years and similar contracts / agreements currently under execution under the following headings:
  - a) Brief Scope of Work
  - b) Value of Work in INR / USD
  - c) Contractual Duration
  - d) Actual completion of Project 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.
4. Details of resources available with Company relevant to advertised EOI with respect to current manpower details and similar contracts executed.
5. Details of capability to mobilize and commence work to meet CIL's schedule. The Company's experience in mobilizing on schedule should be clearly stated.
6. Details of particular experience in providing similar 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. Presence / establishment in Andhra Pradesh for managing deployment related Administration issues.
10. Details of Health Safety and Environment (HSE) management system, HSE policy and Implementation procedures in line with internationally accepted practices with statistics for last three (03) years (LTI etc.).
11. Quality Assurance & Quality Control plan / procedures in place for the execution of similar type of work along with copy of ISO or any other certification as applicable.
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 (02) years.



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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 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.

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 India Limited 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 Ten (10) days of publication of this EOI.