
EXPRESSION OF INTEREST (EOI) FOR PROVISION OF EPC SERVICES FOR PUMPS INSTALLATION & IW TANK MODIFICATION PROJECTS - RJ OIL

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 & 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 more than a quarter of India's domestic crude oil production and a vision to produce 50% of India's oil and gas production.

The Operator on behalf of itself & Joint Venture (JV) partner(s) invites interested contractors with proven capabilities and demonstrated performance in similar requirement to express their interest to participate in the International Competitive Bidding Process for the "PROVISION OF EPC SERVICES FOR HIGH PRESSURE HIGH-CAPACITY PUMPS INSTALLATION & IW TANK MODIFICATION PROJECTS - RJ OIL (MANGALA & BHAGYAM INTRA-FIELDS)".

Brief Scope of Work:

Provision of EPC Services provider for IW & PF Pump Installation Project & IW Tank Modification Projects - RJ Oil (Mangala & Bhagyam Intra-fields) as experienced service provider in Oil & Gas industry at RJON Projects.

1. **INSTALLATION OF IW PUMP P-418 J & PF PUMP P-417 G at MPT:** Detailed Engineering, Procurement of Bulk & LLI Piping Materials for High Pressure High capacity Pumps installation & commissioning work. Pumps & skid will be Free issue from company, all skid instruments and piping instruments will be in EPC scope. OEM support during commisoing will be arranged by Company.
2. **INSTALLATION OF OIL SKIMMER VESSEL WITH 3 PUMPS AND INTERNAL MODIFICATION FOR IW TANK D411C :**Procurement of Bulk & LLI for Piping Materials and Vessel with 3 Pumps installation & commissioning work along with Internal Tank modification for Oil skimming baskets.

Only those Bidders who, as a standalone entity or consortiums meet the below criteria should respond to this EOI:

"SPECIFIC PRE-QUALIFICATION CRITERIA"

1. Has the experience/capability for min. 2 years (either by self or through subcontractors) in Provision of either in EPC, LSTK or single service contract for the Surface facilities installation & commissioning at offshore platforms / onshore well pads / Processing Terminals for past 5 years.
2. Turnover in each of the immediately preceding two financial years should preferably be equal to or more than the estimated average of the contract value.
3. Net worth should be preferably positive in each of the immediately preceding two financial years.
4. Liquidity ratio should preferably be not less than 1 in each of the preceding Two (02) financial years.

Also, note -

- i. 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/holding company financials can be submitted and considered, subject to submission of financial guarantee and commitment letter, as described under (ii)
- ii. Where the bidding entity is unable to meet the Financial Evaluation Criteria, Parent/Holding Company Audited Financials can be considered, subject to:
 - a) Submission of Financial guarantee in the form of 10% Bank guarantee of contract value
 - b) Commitment Letter from Parent/Company to provide financial support to the bidding entity
- iii. 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
- iv. 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
- v. In case of CONSORTIUM, the financials of the Leader of the CONSORTIUM (in whose name the bid is submitted) will be evaluated. However, CONSORTIUM partners' financials can also be considered subject to submission of corporate guarantee by such consortium partner. In case of consortium, Bidder is required to provide Memorandum of Understanding (MoU) executed by the consortium partners. The MoU shall identify the Leader of Consortium and indicate the division of Scope of Work in the consortium members and the percentage of contract value. Each consortium partner should themselves individually meet the financial evaluation criteria namely, turnover, net worth and liquidity in proportion to the percentage of work to be performed by them. The Performance Bank Guarantee (PBG) will have to be submitted by individual consortium partners in the ratio of work being performed unless the Leader takes responsibility of the complete consortium in which case, Leader can submit PBG of required value.

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

Interested parties are also requested, to submit the following documents and details as a minimum:

1. Letter of interest from interested party on their Letter Head.
2. Detailed contractor information clearly specifying years of experience in similar jobs, organization structure, list of testing facilities, plant and machinery list mentioning year of manufacturing, support agencies and other facilities and resources for relevant scope.
3. List of current ongoing contracts of similar nature under execution.
4. Project Execution & Management / Planning & Scheduling methodology
5. Demonstrate Technical and Managerial resource availability of including capabilities along with organogram and resource responsibility.
6. Details of services provided 2 years (either by self or through subcontractors) in Provision of EPC, LSTK for the Surface facilities installation & commissioning at offshore platforms / onshore well pads / Processing Terminals for past 5 years either in EPC, LSTK or single service contract or with consortium in India / Asia.
7. Engineering if not directly, should have done by having MOU with engineering companies .
8. All HSE related documents shall be submitted as per the Cairn Quality & HSE Risk criteria defined in Scope of Work.
9. Updated Quality Manual, Policies and Procedures, Quality organogram in line with internationally accepted practices along with list of quality trained resources and competency matrix
10. Copies of valid ISO certifications for ISO 9001: 2015, ISO 14001:2015, OHSAS 18001: 2007/ ISO 45001:2018, other statutory certification like DGMS, ASME U / R stamp, API Q1 9th editions/ API Q2 1st edition etc. for the intended scope of work / services (as applicable).
11. Proven Track Record of catering similar services for last 05 years.
12. Procedures/ Systems for subcontractors & vendors evaluation and appointment.
13. Details of litigations in last 05 years.

EOI submission shall be complete with the above requested information. The interested parties 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’s website i.e. <http://www.cairnindia.com> and submit their contact details online. Further to this, interested parties would be invited to submit their response via Smart Source (Cairn’s e-Sourcing Platform). The interested parties would be requested, as a minimum, to submit the above documents and details for prequalification via Smart Source within fourteen (14) days of date of publication of Expression of Interest.