**GLOBAL EXPRESSION OF INTEREST FOR INTEGRATED WELL CONSTRUCTION SERVICES WITHIN RJ-ON-90/1 BLOCK**

Vedanta Ltd. is the world’s 6th largest diversified natural resources conglomerate with business operations in India, South Africa, Namibia and Australia. It is a leading producer of Oil & Gas, Zinc, Lead, Silver, Copper, Iron Ore, Steel, Aluminium & Power. Vedanta contributes 1% towards India’s GDP, as per IFC. We are investing $9 Bn in capital projects over the next 2 – 3 years to double our revenues from current levels of $15 Bn.

Cairn Oil & Gas, Vedanta Ltd., is India’s largest private oil and gas exploration and production company having current interest in 58 blocks and accounting for more than a quarter of India’s domestic crude oil production. Cairn Oil and Gas has a vision to achieve 50% of India’s crude production and contribute to India’s energy security. Cairn on behalf of itself and its Joint Venture (“JV”) partners, Oil and Natural Gas Corporation (“ONGC”), for the contracted area RJ-ON-90/1 located in Barmer in Rajasthan, India, issues this EOI for the provision of well construction supply and services for development, appraisal and exploration campaigns.

**Brief Scope of Work**

Cairn Oil and Gas, Vedanta Limited, intends to fast track the development of its fields & explore new acreage in Rajasthan with the additional well campaign in order to maximize the resource monetization with cost optimization.

To achieve these objectives, Cairn Oil and Gas invites global **Oil & Gas Service companies and/or consortiums, with field development capabilities for integrated services for Gas and/or Oil well construction** (including drilling and completion services, frac, testing and associated well services), to express their interest for pre-qualification to participate in the International Competitive Bidding (ICB) Process. Interested companies/consortiums would need to demonstrate strong and integrated development capabilities as well as previous experience of executing similar projects successfully.

The EOI Pre-Qualification is called for the below activities:

* Integrated services for Gas and/or Oil well construction (including drilling and completion services, frac, testing and associated well services)

**NOTE:** APPLICANT, wherever referred to in this document, would mean the leader of CONSORTIUM of Oil & Gas Services (in case the bidder applies as a CONSORTIUM) or an Oil & Gas Services Company itself (in case the bidder applies as an individual company).

APPLICANT will be required to meet the below mentioned pre-qualification criteria to legitimately express interest for collaboration with Cairn Oil and Gas.

**Specific Pre-Qualification Criteria**

1. **Financial Pre-Qualification**:

* Turnover in each of the immediately preceding two 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 financial years
* Liquidity ratio shall not be less than 1 in each of the preceding two (02) financial years

Also, note –

1. 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)
2. Where the bidding entity is unable to meet the Financial Evaluation Criteria, Parent/Holding Company Audited Financials can be considered, subject to:
   * Submission of Financial guarantee in the form of 10% Bank guarantee of contract value
   * Commitment Letter from Parent/Company to provide financial support to the bidding entity
3. In case of consortium, bidder is required to provide Memorandum of Understanding (MoU) executed by the consortium partners. The MoU should indicate the scope of work to be performed by the respective consortium members expressed as a 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.
4. Evaluation will be done on the basis of bidder’s published annual reports / audited financials (Audited Balance sheets, Profit and Loss Account & cash flow statement, Auditors Report and Notes to Accounts etc.) for last 2 (two) financial years. Latest financial statement should not be older than 12 months on the date of Expression of interest.
5. 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
6. All qualifications and exceptions brought out in Auditor’s report and Notes to Accounts would be factored in while undertaking financial evaluation.
7. **Technical Pre-Qualification**

The bidder or consortium must have at least 3 years of experience in Integrated services for Gas and/or Oil well construction (including drilling and completion services, frac, testing and associated well services)

For the above capabilities, please separately submit details of completed / on-going in last 3 years – where the APPLICANT or any CONSORTIUM MEMBER has demonstrated the respective capability in a similar context. Please submit project details as per Annexure 1. In case, any project qualifies for more than one capability, please clearly state the same.

**ANNEXURE 1-**

Provide case study for an integrated well construction services which are completed OR on-going in last 3 years, demonstrating specific capability requested. The case study should necessarily include:

1. Capability demonstrated (with list of services covered under integrated project)
2. Client Name with Address
3. Existing client situation / client context
4. Name of the APPLICANT / CONSORTIUM MEMBER who was involved in this project
5. Project description done by APPLICANT / CONSORTIUM MEMBER (mention project name and details)
6. APPLICANT’s or CONSORTIUM MEMBER’s role & responsibilities in the project
7. Project start & completion date
8. Project Value in INR/USD
9. Contact person of client along with contact no. & e-mail id
10. Details on approach adopted, technology applications (proprietary, access to technology applications, implementation etc.), resources deployed, etc.
11. Outcomes (e.g. Development outcome, Brownfield developments, etc.)
12. Other remarks (e.g. contractual details, partnerships, sub-contractors, etc.)
13. Technical/Managerial capabilities deployed
14. Local base for support/service etc.
15. **Quality, Health, Safety and Environment (QHSE) Requirement:**

APPLICANT (Bidder/all members of the consortium) must have a comprehensive Quality, Health, Safety and Environmental Management system in place. APPLICANTs will submit the following documents related to QHSE during the Bid:

1. QHSE Management System/ QHSE Policy, QHSE Manuals and Procedures
2. LTI statistics for past 3 years
3. Valid Quality and HSE certifications (ISO, OSHAS, etc.)
4. Proven Track Record of catering similar scope of supply/ services to reputed organizations for last 3 years.
5. Data required as per company questionnaire via ARIBA
6. **Documents to be furnished in the Proposal for Pre-Qualification**
7. Letter of interest from the APPLICANT on their letter head.
8. In case of bidding as a consortium, the division of the scope of work shall be submitted along with a Memorandum of Understanding (MoU)/declaration of intent.
9. Technical capability details as listed in Annexure-1.
10. Financial performance documents as listed in the financial Pre-qualification mentioned above.
11. HSE performance documents of the bidder/all members of the consortium as listed above.
12. Detailed company information with organizational structure, list of manpower with CVs of key personnel, capital equipment, India support base.
13. Complete administrative details of your company such as but not limited to nature of legal entity, registration details, office and site locations etc.
14. Specific execution strategy outlining engineering, procurement, and projects controls construction and commissioning functions along with geographical locations for each function
15. List of current contracts under execution with value of contracts and percentage completion
16. Experience of working in onshore locations
17. Support base in India/ Asia for future service requirements
18. Details of Technical /Managerial resources that will be allocated to this project (name, designation, experience, office location etc.)
19. List of proprietary / patented technologies in Oil & Gas domain developed and implemented
20. List of litigations in last 5 years, if any.
21. Declaration specifying that the APPLICANT is not under liquidation, court receivership or other similar proceedings
22. Any other documents in support of APPLICANT's credentials and experience and expertise, relevant to Cairn Oil and Gas ’s opportunity areas

The interested suppliers 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 website, i.e., [https://www.cairnindia.com](https://www.cairnindia.com/Pages/OpenEOI.aspx) and submit their contact details online. Further to this, interested suppliers/ contractors would be invited to submit their response via Smart Source (Cairn’s e Sourcing Platform).

**The interested suppliers should “Evince interest” to participate in EoI within 10 days of publication of Expression of Interest.**