**Expression of Interest (EoI) for Procurement of Double Carcass Marine Hoses for Ravva SPM on East Coast of India (Andhra Pradesh)**

Cairn, Oil and Gas, a vertical of Vedanta Limited is India’s largest private upstream O&G company with operating interest in several producing fields in India contributing ~25% of India’s domestic production. Cairn, is the Operator of the Offshore **Ravva Oil and Gas Field** (Andhra Pradesh), on behalf of itself and its Joint Venture (JV) partners, located off the east coast of the state of Andhra Pradesh, India.

Ravva oil and gas field, consists of eight un-manned well head platforms installed in 8-15m of water depth. Well fluid produced from the wells in the Ravva Field is sent to the onshore processing terminal via subsea pipelines. A 225acre onshore processing terminal at Surasaniyanam processes the natural gas and crude oil produced from the Ravva offshore field. After processing, the crude oil is evacuated using an existing SPM system and marine tankers. The gas is sold to onshore buyers.

**Brief Scope of Work**

Operator on behalf of its Joint Venture partners invites Expression of Interest (“EoI”) under International Competitive Bidding (“ICB”) process from reputed Suppliers (Indian and International) with demonstrated HSE/Quality performance and proven track record for manufacturing and supply of Double Carcass Marine Hoses for SPM. Stand-alone Stockist/ Trader/ Distributor\* need NOT apply to this notice.

The scope broadly includes manufacturing and supply of Double Carcass Marine Hoses (both Sub-sea and floating) in accordance with “Guide to Manufacturing and Purchasing Hoses for Offshore Moorings (GMPHOM 2009 – Edition V)” published by Oil Companies International Marine Forum (OCIMF).

To achieve this objective, Vedanta invites parties to express their interest for Pre-Qualification to participate in the International Competitive Bidding (ICB) Process.

Parties meeting the “Specific Pre‐Qualification Criteria” defined below shall respond to this EOI.

**Note:** **APPLICANT** wherever referred to in this document, would mean the **Contractor.**

**APPLICANT** will be required to meet the below mentioned Specific Pre-Qualification Criteria.

**“SPECIFIC PRE-QUALIFICATION CRITERIA”**

1. **Financial performance**: Minimum annual average turnover of **contractor** in last two financial years should be equal to or more than the value USD 1,600,000 with positive net worth in each of last two financial years and liquidity ratio of 1.0 is preferable however tolerance up to - 20% is acceptable in each of the preceding two years.

**Contractor** shall submit its financial performance documents (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 submission of response to Expression of interest.

***Additional points to be considered for evaluation of financial performance:***

* Normally standalone financials of the bidding entity only will be considered. Parent company or Holding company financials can be submitted and considered, subject to submission of Parent/ Holding company commitment letter to support financially, the bidding entity and submission of Bank Guarantee equivalent to 10% of contract value.
* 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
* 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

**APPLICANT** will be required to meet the below mentioned delivery pre-qualification criteria to legitimately express interest for collaboration with Vedanta Ltd.

1. **Technical capabilities**:

Please note the below criterion which shall be used for preliminary short listing of bidders for future tenders. Cairn reserves the right to modify these criteria based on tender specific requirements.

* Shall have manufactured & supplied Double Carcass Marine Hoses for SPMs in Hydrocarbon Industry and shall provide number of hoses supplied in preceding 5 years with client name, country & other relevant details.
* Shall be manufacturing marine hoses as per GMPHOM 2009 - Edition V from OCIMF.
* Bidders are requested to also submit documents to demonstrate following for pre-qualification:

1. Details of supply of Double Carcass Marine Hoses in Oil industries in the last ten (10) years and similar contracts currently under execution.
2. Hoses shall be constructed & Tested in accordance with OCIMF "Guide to Manufacturing & Purchasing Hoses for Offshore Moorings" (GMPHOM 2009)
3. Organizational outline proposal detailing nominated management, staff, and business process support for the Design, Engineering, Manufacture, Fabrication and Supply of Marine Hoses.
4. Availability of Documented Systems and Procedures for Fabrication of required Hoses.
5. Availability of facility for witnessing the required Testing & Quality Assurance by a Third Party
6. HSSEQ Management Systems, Policies and supporting documentation demonstrating compliance to HSSEQ questionnaire.
7. Client Feedback on performance of hoses from past contracts executed in the last five years.
8. **Quality, Health, Safety and Environment (QHSE):** **APPLICANT (Bidder/all members of the consortium)** must have a comprehensive Quality, Health, Safety and Environmental Management system in place.

**APPLICANTs** are requested to submit the following documents related to QHSE:

* 1. QHSE Management System (inclusive but not limited to QHSE Policy, QHSE Manuals and Procedures, QHSE Objectives, Standard Operating Procedures Index, QHSE organogram, Quality System Certifications, Key procedures related to Purchase, Inspection and Testing, Calibration, Applicable Product certifications).
  2. LTI statistics for past 3 years
  3. Valid Quality and HSE certifications (ISO, OSHAS, API or Equivalent etc.)

The interested Parties shall evince the interest by clicking on the “Evince Interest” link against the corresponding EoI listing on Cairn website i.e. [www.cairnindia.com](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) within 14 Days from publishing of this EoI. In case of any clarifications, the interested bidders can communicate at response@cairnindia.com

**Appendix IA- Bank Guarantee to be provided by Holding Company of the Bidder**

Date:

To,

Vedanta Limited

DLF Atria, Jacaranda Marg,

DLF City – Phase-2,

Gurugram – 122002,

Haryana, India

* + - 1. In consideration Of VEDANTA LIMITED, a body corporate established under the laws of India, and having its Registered Office at 1st Floor , ‘C’ wing ,Unit 103, Corporate Avenue, Atul Project, Chakal, Andheri(East), Mumbai – 400093, Maharashtra, India. (hereinafter referred to as “Company”, which expression shall, unless repugnant to the context or meaning thereof, include all its successors, administrators, ‘executors and permitted assigns) having entered into a Contract No…………………… dated …………………… (hereinafter called the “Contract” which expression ‘shall include all the amendments thereto) with **………………….** , a company incorporated and ‘validly existing under the laws of …………….having its registered office at **…………….**. (hereinafter referred to as the “Contractor”, which expression shall, unless repugnant to the context or meaning thereof, include all its successors, administrators, executors and permitted assigns), based on the commitment to provide financial support to the Contractor by its Holding Company namely, ……………….. (hereinafter referred to as the “Contractor’s Parent”, which expression shall, unless repugnant to the context or meaning thereof, include all its successors, administrators, executors and permitted assigns), the Contractor’s Parent furnishes to the Company a bank guarantee for the amount of **………………….. (……………………..)** to guarantee the satisfactory performance by the Contractor in accordance with the terms and conditions of the Contract,
      2. We, **………………. BANK** registered under the laws of …………………... (hereinafter referred to as the “Bank”, which expression shall, unless repugnant to the context or meaning thereof, include all its successors, administrators, executors and permitted assigns), do hereby guarantee and undertake to pay to the Company (or if the bank has accepted the assignment of the benefit of this bank guarantee by the Company to any third party pursuant to Clause 4 of this bank guarantee then to that third party) forthwith within 1 (one) Business Day, after receipt by the Bank of a demand complying with the requirements of this bank guarantee on first demand in writing any / all moneys to the extent of **…………………. (……………………….)** without any demur reservation, recourse, contest or protest and without any reference to the Contractor or the Contractor’s Parent. Any such demand made by Company on the Bank by serving a written notice, shall be conclusive and binding, without any proof whatsoever as regards to the amount due and payable, notwithstanding any dispute (s) pending before any court, tribunal, arbitrator or any other authority and / of any other ‘matter or thing whatsoever, as the Bank's liability under these presents being absolute and unequivocal. For the purposes of this Clause 2 “Business day” means a day on which commercial/scheduled banks are open for business in **……. India**. The Bank hereby agrees and acknowledges that this bank guarantee is irrevocable and continues to be enforceable until it is fully and finally discharged by Company in writing or **date:- ………. (“Expiry Date”)** whichever is earlier. This bank guarantee shall not be determined, discharged or affected by the liquidation, winding up, dissolution or insolvency of the Contractor or the Contractor’s Parent and shall remain valid, binding and operative against the Bank.
      3. The Bank also agrees that Company at its option shall be entitled to enforce this bank guarantee against the Bank as a principal debtor, in the first instance, without proceeding against the Contractor or the Contractor’s Parent and notwithstanding any security of other guarantee that Company may have in relation to the liabilities of the Contractor or the Contractor's Parent.
      4. With the prior written consent of the Bank (which shall not be unreasonably withheld), the benefit of this bank guarantee may be assigned, charged or transferred by the Company to any person, company, bank or other institution to which the benefit of the Contract is assigned in accordance with its terms only. The Bank shall be given written notice of any such assignment in advance. However, the Bank reserve the right at any time to refuse payment of or to reject documents presented bearing reference to any country, entity or individual that may be the subject of any boycott, sanction or embargo imposed by any laws, executive orders or regulations of the government and/or authorities of the **[insert the country name]** or other countries ("applicable restrictions"), This includes documents evidencing transshipment through any country affected by any applicable restrictions. The Bank shall not be liable for any delay or failure to make payment under this bank guarantee or disclosure of information in connection with such documents, or any other consequence thereof. Further, this bank guarantee may not be assigned or transferred to any person or entity that is the subject of any boycott, sanction or embargo under any applicable restrictions.
      5. The Bank further agrees that shall have the fullest liberty without the Bank's consent and without affecting in any manner the Bank's obligations hereunder: to vary. any of the terms and conditions of the Contract or to extend time for satisfactory performance of the Contract by the said Contractor and to enforce, or to forebear to enforce any-of the terms and conditions relating to the Contract and the Bank. shall not be relieved from its liability by reason of any such variation, or extension being granted to the Contractor or any forbearance, act or omission on the part of the Company or any indulgence shown by Company to the Contractor or any such matter or thing: whatsoever which under the applicable laws may, but for this provision, have effect of relieving the Bank.
      6. The Bank further agrees that the bank guarantee herein contained shall remain in full force till it is validly discharged by the Company or ……………. whichever is earlier, and all dues of the Company under or by virtue of the Contract have been fully paid and ail its claims satisfied or discharged or till the Company discharges this bank guarantee in writing, whichever is earlier but not later than **…………….**
      7. The bank guarantee shall not be discharged by any change in Bank’s constitution, constitution of Company or that of the Contractor or change in appropriate laws.
      8. The Bank confirms that this bank guarantee has been issued with observance of appropriate laws of **INDIA.**
      9. The Bank also agrees that this bank guarantee shall be governed and construed in accordance with **INDIA.** laws and subject to the exclusive jurisdiction of **INDIA** courts.
      10. All changes, fees, commission and other costs shall be to the account of the Contractor’s Parent. Failure of the Contractor’s Parent to make such payments shall not in any way affect the bank’s obligation under this bank guarantee and Company shall be paid the money due to it under this bank guarantee without any deduction.
      11. Notwithstanding anything contained hereinabove:

1. Bank’s liability under this bank guarantee is limited to **………….. (…………….)**
2. Bank’s guarantee shall remain in force until **……………..**
3. Any letter from the Company to the ……………. of **……………** Branch Office at …………… of the Bank, under the seal of Company shall be deemed to be sufficient and valid demand for payment under this bank guarantee.
4. The Bank undertakes not to revoke this bank guarantee before the expiry of this bank guarantee including during extension period, if any.

**Place: ……………**

**Date: …………….**

**Appendix IB- Financial Commitment Letter from Holding Company of the Bidder**

Date:

To,

Vedanta Limited,

DLF Atria, Jacaranda Marg,

DLF City – Phase-2,

Gurugram – 122002,

Haryana, India

**Commitment for Financial Support to …………….. (“Bidder”) in ITT NO………….(“Tender”)**

Dear Sirs,

We,……………, a Company incorporated under the laws of …………, have beneficial ownership of more than 50% shareholding in the Bidder.

While the Bidder is unable to fulfill the financial evaluation criteria of the Tender, Vedanta Limited has agreed to consider our the audited financial statements in support for Bidder’s qualification and in consideration thereof we confirm and commit as follows:

1. Should the Bidder be awarded a binding contract pursuant to the Tender (“the Contract”), we shall provide to the Bidder all necessary support to be able to meet all their costs and liabilities pursuant to the Contract;
2. We shall provide to Vedanta Limited a Bank Guarantee in the format provided therefor in the Tender;
3. If requested by Vedanta Limited, we shall extend the validity period of the aforesaid Bank Guarantee or issue a further Bank Guarantee in the event that the duration of the Contract is for any reason extended beyond validity date of the Bank Guarantee;
4. We understand and agree that Vedanta Limited shall have an unqualified right under to draw on the Bank Guarantees under the following circumstances:
5. Any failure by the Bidder to duly perform any of its obligations under the Contract;
6. Any valid claim made by Vedanta Limited accruing due to any acts/omission of the Bidder and the Bidder fails to pay Vedanta Limited for such a claim immediately upon such demand;
7. Our failure to renew or replace the Bank Guarantee, at least 7 (seven) days’ prior to its expiry, in case the term of Contract has been extended.
8. We further undertake to indemnify all losses, damages, expenses, claims, costs and proceedings which may be suffered or incurred by Vedanta Limited due to the failure or breach on the part of the Bidder.
9. The undertaking contained herein and the Bank Guarantee issued pursuant hereto shall remain valid through the term of the Contract and shall not be invalidated by any change in our shareholding of the Bidder or by any other agreement or arrangement, save and except with express written consent or agreement with Vedanta Limited.
10. The terms of this undertaking are to be construed in accordance with the laws governing the Contract.

Thanking you,

Yours faithfully,

**For and on behalf of …………………,**

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Signature :**

**Name :**

**Designation :**

**Date :**

**In case of any issue faced by the vendor during the evincing of interest please contact** [**Manjushree.Samanta@cairnindia.com**](mailto:Manjushree.Samanta@cairnindia.com) **/ 0120-6664407**