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for

GLOBAL EXPRESSION OF INTEREST (EOI) NO. EOI/GLOBAL/O/369/2022-23

Oil India Limited, a Government of India “NAVARATNA” Category Enterprise, engaged in the business of Exploration, Production & Transportation of Crude Oil and Natural Gas and Production of LPG invites Expression of Interest (EOI) from International service provider(s) against **EOI No.: EOI/GLOBAL/O/369/2022-23** for **‘Empanelment of Training Institutes/Agencies for proving training to the qualified officers of OIL on Advanced Well Control (tertiary well control or well control in blow out well)’**. Interested Parties having relevant experience and expertise (details are available at OIL’s website - www.oil-india.com) are invited to submit their EOI(s) at our e-mail ids: eoicontracts@oilindia.in or upasana_malakar@oilindia.in within the stipulated date as indicated in the detailed EOI, followed by hard copies of the same through courier/post. The offer(s) may also be uploaded in Parties’ FTP server/File sharing website (portal) and the link(s) may be provided to us at any of our above e-mail id within above specified period. All Corrigenda, addenda, amendments, time extensions to the EOI will be hosted on the website and no separate notification shall be issued in the press. Prospective participants against the EOIs are requested to visit the website regularly to keep themselves updated.

SUB: Empanelment of Training Institutes/Agencies for proving training to the qualified officers of OIL on Advanced Well Control (tertiary well control or well control in blow out well).

1.0 Preamble

OIL INDIA LIMITED (OIL), a Government of India Enterprise under the Ministry of Petroleum and Natural Gas, is a premier up-stream Oil Company engaged in the business of Exploration, Production & Transportation of Crude Oil & Natural Gas as well as production of LPG, having its Headquarters at Duliajan, Assam in India (Nearest Airport at Dibrugarh, about 45 km away). Its operations are largely based in the north-eastern parts of India particularly in Mizoram, Assam, and Arunachal Pradesh, but have also extended its activities in different parts of India and abroad in offshore as well as on shore.

Intensive training in the Drilling sector has become imperative, and it also responds to the global appeal in terms of preparing each oilfield member for managing critical situation that may impact human lives, the environment, livelihood and natural resources. View above and in connection with OIL's ongoing exploration activities in the State of Assam, OIL invites Expression of Interests (EOIs) from reputed and established E&P Service Providers meeting the pre-qualification criteria as mentioned below for **Empanelment of Training Institutes/Agencies for proving training to the qualified officers of OIL on Advanced Well Control (tertiary well control or well control in blow out well). The training shall be in two batches per year for a total period of 05 (Five) years.** The objective of this training is to help enhance the understanding of dealing with a variety of well control conditions including blowout in a challenging environment.

2.0 Pre-Qualifying Criteria (PQC)

2.1 Experience Criteria

2.1.1 The bidder should be a service provider having the followings:

- i) In-house capability to provide Advance Well Control Training with experienced manpower and necessary software and hardware supports.
- ii) Own training facility for physical training with following tools and equipment:
 - a) High Pressure Firefighting Pumps
 - b) Athey Wagon/Hydraulic Capping Wagon
 - c) Abrasive Cutter, Cold Cutter and Other Cutters
 - d) Command Center with support equipment's
 - e) Tool Container/Hose basket etc. for different type of tools used to support the well control operations.

2.1.2 i) Additionally, the bidder must have an experience in providing 10 well control trainings (batches) recognized by IWCF or IADC in the preceding 07 years to be reckoned from the original EOI closing date, out of which atleast 05 nos. shall cover Advance Well Control

Training module. In support of the experience criteria, the bidder must furnish details of contracts/trainings executed in the preceding 07 years to be reckoned from the original EOI closing date, including client contract details (as per PROFORMA-I and PROFORMA-II).

and

ii) The bidder must have field experience of having successfully completed Well Control Operation of at least 10 (Ten) wells under Blowout Conditions out of which 02 must be from offshore well to establish its credential with real time experience (as per PROFORMA-III & IV).

Notes to PQC Clause No. 2.1 above:

- a) Advance Well Control means tertiary well control or well control in blow out well.
- b) In support of the experience criteria of Clause No. 2.1.1 above, the bidder must furnish a self-attested confirmation with technical details by CEO or Authorized signatory.
- c) For proof of requisite experience (refer Clause No. 2.1.2), the following documents/photocopy (self-attested/attested) must be submitted along with the bid:
 - i) Contract document/LOA/WO showing details of work,
AND
 - ii) Job Completion Certificate showing:
 - a) Gross value of job done
 - b) Nature of job done and Work Order No./Contract No.
 - c) Contract period and date of completionOR
 - iii) SES (Service Entry Sheet)/Certificate of Payment (COP) issued by the company indicating the following:
 - a) Work Order No./Contract No.
 - b) Gross value of jobs done
 - c) Period of service
 - d) Nature of service
- d) Only Letter of Intent (LOI)/Letter of Award (LOA) and/or Work Order(s), Job Completion certificate are not acceptable as evidence of experience. However, if Letter of Intent (LOI)/Letter of Award (LOA) and/or Work Order(s) are issued from OIL, then the same shall be considered as evidence subject to successful verification with OIL's own records of execution.
- e) Mere award of contract(s) shall not be counted towards experience. Successful completion of the awarded contract(s) to the extent of volume & value, as stipulated respectively under Clause Nos. 2.2.2 shall only be treated as acceptable experience.
- f) Work executed by the bidder for its own organization/subsidiary cannot be considered as experience for the purpose of meeting PQC.

2.2 **Financial Criteria**

- 2.2.1 The bidder shall have an annual financial turnover of minimum **USD 2,50,500 (equivalent to Rs. 2,01,62,750.00 @1USD = Rs. 80.49 as on 07.09.2022)** during any of the preceding 03 (Three) financial/accounting years reckoned from the original EOI closing date.
- 2.2.2 Net worth of the bidder must be Positive for the preceding financial/accounting year.

Note:

- (i) Annual Financial Turnover of the bidder from operations shall mean: 'Aggregate value of the realisation of amount made from the sale, supply or distribution of goods or on account of services rendered, or both, by the company (bidder) during a financial year' as per the Companies Act, 2013 Section 2 (91).
- (ii) Net worth shall mean: 'Share capital + Reserves created out of profits and securities Premium - Aggregate value of accumulated losses (excluding revaluation reserves) - deferred expenditure - Miscellaneous Expenditure to the extent not written off and carried forward Loss - Reserves created out of write back of depreciation and amalgamation'.

Notes to BEC Clause No. 2.2:

- a) For proof of Annual Turnover & Net worth, any one of the following documents/photocopies must be submitted along with the bid:
- (i) Audited Balance Sheet along with Profit & Loss account.
OR
- (ii) A certificate issued by a practicing Chartered/Cost Accountant (with Membership Number and Firm Registration Number), as per format prescribed in **PROFORMA-V**.

Note: Mention of UDIN (Unique Document Identification Number) is mandatory for all Certificates issued w.e.f. February 1, 2019 by Chartered Accountant in Practice.

- b) Considering the time required for preparation of Financial Statements, if the last date of preceding financial/accounting year falls within the preceding six months/within the due date for furnishing of audit report as per Section 139(1) of IT Act, 1961 (read along with latest circulars/notifications issued by CBDT from time to time) reckoned from the original bid closing date and the Financial Statements of the preceding financial/accounting year are not available with the bidder, then the Net worth of the previous financial/accounting year excluding the preceding financial/accounting year will be considered. However, the bidder has to submit an undertaking (format enclosed as **PROFORMA-VI**) in support of the same along with their technical bid as per.

- c) In case the bidder is a Central Govt. Organization/PSU/State Govt. Organization/Semi-State Govt. Organization or any other Central/State Govt. Undertaking, where the auditor is appointed only after the approval of Comptroller and Auditor General of India and the Central Government, their certificates may be accepted even though FRN is not available. However, bidder to provide documentary evidence for the same.
- d) In case the bidder is a Government Department, they are exempted from submission of document mentioned under para **a)** and **b)** above.

Note: All the certificates and documentary evidence required to be submitted in support of Para 2.1 and 2.2 above should be clearly legible. Illegible and incomplete certificates or documents will not be considered for evaluation.

3.0 Additional documents/information

The Service Provider must furnish the following documents as part of their EOI in support of fulfilling all the above pre-qualifying criteria:

- (a) Technical Specifications Sheets with brief description of equipment, tools, consumables, etc. for deployment in the event of a contract/MoU against indicated services.
- (b) Categorical confirmation that all surface tools & equipment as EOI are available
- (c) Categorical confirmation that the Service Provider can deploy their experienced personnel for job execution in the event of a contract/MoU. Bidder may provide illustrative Curriculum Vitae of such personal.
- (d) Experience of Service Provider: Pursuant to Clause No. 2.1 above, the bidder must submit a statement in a tabular form as per **PROFORMA-I & III** indicating the details of jobs completed.
- (e) Details of current work in hand and other contractual commitments of the Service Provider are also to be submitted in tabular form as per **PROFORMA-II & IV**.

Note

Attach copies of respective contracts, along with documentary evidence in respect of satisfactory execution of each of those contracts, in the form of copies of any of the documents (indicating respective contract number and type of services), such as

- (i) Satisfactory Completion/Performance Report
or
- (ii) Proof of release of Performance Security after completion of the Contract.
or
- (iii) Proof of settlement/release of final payment against the Contract
or

-
- iv) Any other documentary evidence that substantiates the satisfactory execution of each of the Contracts cited above.

4.0 Pre-Tender Meeting: Pre-Tender Meeting may be arranged if required, with the interested Service Providers. Service Provider should confirm for one Kick off meeting with OIL as per Company's Request after the finalization of Contract/MoU for preparing the training schedule.

5.0 General Notes:

- (i) All documents submitted along with the offer must be self-certified by the Service Provider and should be clear & legible.
- (ii) The offer shall not be considered in case of submission of any misleading/false representation by the Service Provider.
- (iii) OIL INDIA LIMITED reserves the right to ignore any or all offers and also to curtail/enhance the scope of work stated above, if required, without assigning any reason thereof.
- (iv) Based on the responses received against this invitation, OIL intends to short-list the Vendors/Firms who meet the minimum qualifying criteria given in Para 2.0 to 6.0 as above. However, OIL reserves the right either to empanel directly without bid or invite bids through formal Tendering specifying detailed BEC/BRC for award of contract/sign MoU.

6.0 Brief Scope of Work

(i) Service Requirement

Service provider to provide/fulfil following service requirement:

- a) Complete solution for an Advanced Well Control training
b) Physical training with Blowout Equipment
c) Simulation Training
d) Study Materials (Soft and Hard)

(ii) **Deliverable: Minimum Content of Advance Well Control Training**

The training course shall address subjects beyond the understanding achieved from Well Control accreditation courses. The course shall help to gain a deeper and wider knowledge of Well Control challenges. The lessons and understanding obtained shall help to avoid the problems faced in Well Control in the first place.

The training will focus mainly on:

-
- a) Basics of well control for non-drilling personnel
 - b) Methodology of assessment of a blowout situation and evaluation of hazards for mitigation approach.
 - c) Advanced Well Control procedures/techniques and Handling Kicks with lost returns, kicks while fishing etc. complications.
 - d) Dynamic Well Killing Operations, Relief Well Planning & considerations, Gas rate estimation □ Advanced Blowout Control Techniques, Capping methods, Valve Spin Offs and Debris removal skills.
 - e) New technological development in the field of Blowout Control Equipment & its operations.
 - f) Advanced Oil & Gas well Fire Fighting Techniques including use of explosive for fire extinguishing & considerations
 - g) Post blowout first actions, Post fire first actions
 - h) Hands on training on Abrasive jet cutters, Hot Tapping, Valve drilling and Freezing Techniques.
 - i) Use of Specialized Equipment like Snubbing & Coil Tubing for Blowout control operations.
 - j) Safety during an Oil & Gas well Fire Fighting and Blowout Control operations.
 - k) Fire water pumping and advanced technologies, Assembling of Athey wagon and capping with Athey Wagon and bulldozer, determining load/counterweight calculations in a capping operation
 - l) Safe procedures & techniques for Damaged Wellheads from fires to impacts, Sour Gas well control.
 - m) Incident Command Systems, Emergency Response and Disaster Management.
 - n) Exposure to Major well control/blowout control Case Studies.
 - o) Gas rate estimation, fire radiant heat estimation and hostile gaseous environment including H₂S, CO₂ etc.
 - p) Well Control ICS Safety (to collect, assess and share global well control incidents and learnings)
 - q) Behavioural and Physical Response.
 - r) Logistics, electrical and civil infrastructural support.
 - s) Evacuation and Medical strategy
 - t) Public Relation strategy

(iii) **Demography of Audience**

- Participant of each batch will be 15 numbers
- Demography of audience are as follows but not limited.

Sl. No.	Demography of Audience
01	Drilling
02	Workover and Completion
03	Crisis Management Team

04	Logistics
05	Electrical
06	Fire Service
07	Safety and Environment
08	Civil

- (iv) **Duration of Training:** The course shall be minimum 02 (Two) weeks. Bidder to provide details of training break-up with day wise.
- (v) **Support Document:** Manual/printed handout to be provided covering all topics as depicted the Minimum content of Advance Well Control Training.
- (vi) **Others:**
- Necessary support to obtain first track VISA to shorten the lead time.
 - Training shall have flexibility in the course covered to accommodate senior management officials/ Managers.

PROFORMA-I

Experience of Service Providers

[As per PQC Clause No. 2.1.2 i)]

(Details of jobs completed during last seven years upto EOI submission)

Sl. No.	Contract No.	Name of client	Place of operation	Services Offered	Training Completed	Commencement date of contract	Completion date of contract

(Add lines as required)

PROFORMA-II

Experience of Service Providers

Details of current work in hand

[As per PQC Clause No. 2.1.2 i)]

Sl. No.	Contract No.	Name of client	Place of operation	Services Offered	Training Completed	Duration of Contract	Commencement date of contract

(Add lines as required)

PROFORMA-III

Experience of Service Providers

(Details of jobs completed during last seven years upto EOI submission)

[As per PQC Clause No. 2.1.2 ii)]

Sl. No.	Contract No.	Name of client	Place of operation	Services Offered	Blow Out Control Job Completed	Commencement date of contract	Completion date of contract

(Add lines as required)

PROFORMA-IV

Experience of Service Providers

Details of current work in hand

[As per PQC Clause No. 2.1.2 i)]

Sl. No.	Contract No.	Name of client	Place of operation	Services Offered	Blow Out Control Job in Hand	Duration of Contract	Commencement date of contract

(Add lines as required)

PROFORMA- V

CERTIFICATE OF ANNUAL TURNOVER & NET WORTH

TO BE ISSUED BY PRACTISING **CHARTERED ACCOUNTANTS' FIRM** ON THEIR LETTER HEAD

TO WHOM IT MAY CONCERN

This is to certify that the following financial positions extracted from the audited financial statements of M/s (Name of the Bidder) for the last 03 (Three) completed accounting years up to **(as the case may be)** are correct.

YEAR	TURN OVER In INR	NET WORTH In INR

Place:

Date:

Seal:

Membership Number:

Registration No.:

Signature:

UDIN:

PROFORMA-VI

***ON THE OFFICIAL PAD OF THE BIDDER TO BE EXECUTED BY THE AUTHORIZED
SIGNATORY OF THE BIDDER***

Certificate of Compliance of FINANCIAL CRITERIA:

I the authorized signatory(s) of
(Company or firm name with address) do hereby solemnly affirm and declare / undertake as
under:

**The balance sheet/Financial Statements for the financial year _____ (as the
case may be) has actually not been audited as on the Original EOI Submission Date.**

Place:

Date:

signatory

Signature of the authorized

Note: Please note that any declaration having date after the EOI Closing Date will not be considered and will be rejected. This certificate is to be issued only considering the time required for preparation of Financial Statements i.e. if the last date of preceding financial/accounting year falls within the preceding six months reckoned from the original EOI closing date.

7.0 NOTE

- (i) Interested Contractor/Service Provider must provide the requirement with clearly indicating the EOI number and EOI Description on their EOI response.
- (ii) All documents submitted with the EOI must be self-certified by the Contractor/Service Provider's authorized person. However, OIL reserves the right to verify the original documents.
- (iii) All the copies of document submitted along with the EOI should be clear and legible.
- (iv) OIL INDIA LIMITED (OIL) reserves the right to physically check the original

documents/certificates, copies of which are submitted along with the EOI.

- (v) The EOI is liable to be ignored in case of submission of any misleading/false representation by the Contractor/Service Provider in the form of statements and attachments.

8.0 SUBMISSION OF EOI:

Interested vendors having relevant experience and expertise as above are invited to submit their EOI(s) at e-mail id: eoicontracts@oilindia.in or upasana_malakar@oilindia.in within **27.10.2022 upto 15:00 Hrs (IST)**, followed by hard copies of the same in sealed envelopes super-scribing "**EOI No.: EOI/GLOBAL/O/369/2022-23** for '**Empanelment of Training Institutes/Agencies for proving training to the qualified officers of OIL on Advanced Well Control (tertiary well control or well control in blow out well)**' through courier/post to the following address:

GENERAL MANAGER (CONTRACTS)
OIL INDIA LIMITED
CONTRACTS DEPARTMENT
DULIAJAN-786602, ASSAM, INDIA.
Phone: 91-374-2808664,
Website: www.oil-india.com

Vendors may also upload their offer in their FTP server/File sharing website (portal) and the link(s) may be provided to us at our e-mail within the above specified period.

- 8.1 In case, the above mentioned date happens to be a non-working day for OIL in Duliajan due to Bandh/holiday or for any other reasons, EOIs shall be received upto the next full working day till 15:00 Hrs. (IST) and opened accordingly. EOI may be sent by post/courier service or delivered personally at the tender box placed in the above office. However, OIL shall not be responsible for any consequence arising out of delay in receipt or non-receipt of EOIs.
- 8.2 OIL reserves the right for the following:
- (a) To accept or reject any/all EOIs submitted by parties; and
- (b) To cancel the process at any time without any liability and assigning any reason thereof to the applicants.
