



SPDC Contract Requisition >USD 100K and <USD1m
Part B: Approval of Contract Award
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Section A: Conformance to Contract Plan (Part A)

Contract Number:	CW623814
Contract Title:	Robotic Pilot Cleaning of T207 at FOT
Reference & Date of Contract Plan	PART A - Approved 24/08/2021 (see attachment 1)
Conformance to Contract Plan	The initially approved contract scope in the Part A strategy was for execution of robotic pilot cleaning of Tank 206 at Forcados Oil Terminal. But based on Terminal Asset team's revised priorities, the cleaning will now be done on Tank 207 within the same Terminal having similar specification and size as Tank 206.

Section B – Technical/Commercial Evaluation Result

Line Part A (strategy document) approval was secured to selectively tender this pilot among five (5) vendors. Refer to attachment 1.

Four of the bidders responded to the ITT. Upon conclusion of an initial technical evaluation, none of the Contractors met the pass threshold of 65% based on their submitted documents.

Following a further request on 08/11/2021 to all the bidders restating the technical requirements, only one (1) met the minimum technical requirement to execute the scope (refer to attachment 2). Thereafter further clarity was requested from the bidders on 13/12/2021 to confirm if further documentations have been received due to the time lapse as this would have resulted in a single source process.

The bidders re-submitted additional documents and upon conclusion of evaluation, 2 bidders (ARDREND & MORGENSTERN) were adjudged technically capable based on their scores and having valid NUPRC approvals for the robotic technology.

A commercial ITT was subsequently issued to both bidders with the bid close date of 03/02/2022.

However, there was a petition from one of the bidders which led to a delay in the tendering process. Issues regarding the petition have now been fully resolved and support secured from NUPRC to progress commercial tender with both bidders – ref attachment 3

The Commercial bids downloaded from Ariba are indicated below:

S/No	Bidder	Amount			% of Company Estimate
		USD	NGN	(F\$)	
	Company Estimate	475,877.78	6,170,320.00	490,964.14	100%
1	Ardrend Limited	192,000.00	52,724,480.00	320,910.71	65%
2	Morgenstern Nigeria Limited	374,295.00	154,952,365.00	753,151.64	153%

NEGOTIATION OUTCOME

A further commercial discussion was carried out with the lowest bidder ARDREND LIMITED due to their quoted split rates. The negotiation which held on 10/03/2022 initially ended in a deadlock. However, ARDREND responded 15/03/2022 and offered a 0.2% discount on its quoted lumpsum, a negotiated ACV of F\$320,268.89

Based on the secured discount, the final proposed milestone rates are indicated below:

S/N	Services	UOM	NGN	USD	FUSD
1	Mobilization of equipment and personnel to site, including marine, land transportation and site set-up	Lot	3,500,000.00	71,509.76	80,067.22



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2a	Carry out all pipe connection necessary, remove sludge from tank using Robotics technology, and carry out tank cleaning, including all safety requirement defined by contractor and agreed by SPDC. 50% completed	Lot	2,300,000.00	99,464.76	105,088.23
2b	Carry out all pipe connection necessary, remove sludge from tank using Robotics technology, and carry out tank cleaning, including all safety requirement defined by contractor and agreed by SPDC. 100% completed	Lot	2,300,000.00	99,464.76	105,088.23
3	Demobilization of personnel and equipment from site and provision of final project report/documentation (for SPDC and DPR).	Lot	1,200,000.00	27,091.22	30,025.21
TOTAL			9,300,000.00	297,530.50	320,268.89

Section C – Award Recommendation

Proposed award to: ARDREND LIMITED

Reasons: The lowest bidder from outcome of the competitive bid for a period of 12 months and total ACV of NGN9,300,00.00 + USD 297,530.50 as detailed above.

<input checked="" type="checkbox"/> Lowest Conforming	<input type="checkbox"/> Only Conforming	<input type="checkbox"/> Lowest Life Cycle Cost	<input type="checkbox"/> Lowest TCO
<input type="checkbox"/> Technical Weighted Preference	<input type="checkbox"/> Lowest Acquisition Cost	<input type="checkbox"/> Call-off from Frame Agreement	<input type="checkbox"/> Other

Nigerian Content:

1. **If winning vendors are more than one, 'a&b' information below should be completed for each vendor.*

a. Indicate Schedule target(s) and vendors Nigerian Content pledge (s) e.g.

Work Category	Schedule Targets	**Vendor's NC Pledge	Measuring Metrics	Agreed actions including waivers
Tank Cleaning	65%	100%	Man-Hour	N/A

b. Nigeria Content Summary Work scope.

** Describe all the proposed Nigerian Content activities in the ITTs for inclusion in proposed contracts.

**Where the NC pledge falls short of set minimum targets by NOGICD Act a waiver shall be required for these categories

Note: Where the category is not specified in the Act (Schedule) indicate as N/A
NOGICD Act = Nigeria Oil & Gas Industry Content Development Act

Authorized Contract Value (ACV):	F\$320,268,89		
1% Nigerian Content Development Fund (NCDF)	F\$3,202.68		
Currency of Contract: <input checked="" type="checkbox"/> USD & NGN	Cost estimate at Strategy stage: F\$490,964.14	Budget approved?	



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<input type="checkbox"/> NGN only		<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO
Saving achieved:	A savings of F\$170,695.25 was achieved from the company estimate	
PGS Code	BFU to indicate:	
State all amendments or changes to contract standard terms and conditions. Confirm use of GI clauses if GI elements are present in workscope.	No changes were made to the standard terms and conditions	
The market for Robotic Tank cleaning service is a small one as there are limited number of contractors approved by DPR to execute this activity. Hence the corporate major tender will be utilised to explore availability of other vendors to enable more players partake in the tendering process.		
Contract Start Date: 01/04/2022		Contract End Date: 31/03/2023

Section D – Contract Management

KPI's and Goals	HSSE: Total Recordable Case Frequency	Target = 0
	Quality: Method statement and quality plan compliance	Target = 100%
	Schedule: Actual delivery vs. Plan	Target = 100%
	Cost: Project cost variation	Target = 0
	NCD: Compliance with Nigerian Oil & Gas Industry Content Development (NOGICD) Act	Target = 100%

Contract Management Plans required under the Contract

☒ Health & Safety
 ☒ Environment
 ☐ Nigerian Content
 ☐ Transition
 ☒ Project Management
 ☒ Quality

Section E – Stakeholder Approvals*

Declaration:





Signatories to this submission acknowledge that they have read and understood the Conflict of Interest Policy in the Code of Conduct and that they do not have any direct or indirect arrangement or relationship with any other person or company that breaches the requirements of that Conflict of Interest Policy, or that they have fully disclosed any potential Conflict of Interest to the Contract Owner, CP Manager and the Supply Chain Council/Tenders Board.

Signature	Contract Specialist	Contract Holder	Contract Owner	Contract Manager (Pre-award Lead)
	Whole Submission	Whole Submission	Reviewed and agreed proposal is in line with business objectives, approved and confirmed support from: 1. Finance Femi Ajala] - adequate budget cover/JV Partner approval to ensure full cost recovery/approved GIP in place (if applicable) 2. HSSE [Emma Etsano]- HSSE consideration and requirements are met.	Reviewed, approved and accepts: 1. Ultimate responsibility for whole submission
Name	Uduak Lambo	Adeshina Amobi	Chris Ubuane	Greg Akhibi
Ref. Ind	PTC/U/GP	PTP/O/NS	PTP/O/N	PTC/U/G
Date				



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Attachments:

S/No.	Attachment description	Attachment
1.	PART A	 Part A - Zero-Man Entry Automated Tai
2	Technical Evaluation Report	 Microsoft Excel 97-2003 Worksheet
3	NUPRC Approval	 DEPLOYMENT OF ROBOTIC TANK CLEA
4	Negotiation Minutes of Meeting	 T206 Ardrend Negotiation Minute