



## THE SHELL PETROLEUM DEVELOPMENT COMPANY OF NIGERIA LIMITED

## LINE SUBMISSION

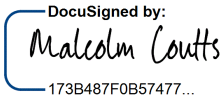
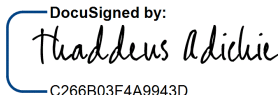
**Confidential****Part A2 – Technical Evaluation Results****Date: 07/09/2016**

Category	Utilities	Contract ID:	NG01019245
Contract Title:	Maintenance of Comfort Cooling in SPDC		
HSE Risk & Mode	Medium Risk, Mode 1		
Agenda Item			
Estimated Contract Value (ECV)	Circa \$27,000,000.00	Segmentation to access tool) ( <a href="#">Click here</a> )	Operational
Start date	01/11/2016	Duration	2 years
End date	31/10/2018	Extension option	1 year

**Objectives of this submission are to obtain approval from the Line for the following:**

- Technical Evaluation results
- To issue commercial ITT to the bidders that passed technical evaluation

**Stakeholder Endorsement:**

	<b>REVIEWED AND APPROVED BY: Contracting &amp; Procurement Operations Manager (CP Ops)</b>	<b>APPROVED BY: Contract Owner</b>
	<b>Confirms:</b> <ol style="list-style-type: none"> <li>1. Compliance with approved Strategy/Contract Plan</li> <li>2. Compliance with approved technical criteria.</li> </ol>	<b>Reviewed whole submission and confirms support from:</b> <ol style="list-style-type: none"> <li>1. Finance [Ajilima- Isaac, Hawa] - for the financial aspects of the submission, including adequate budget cover/JV Partner approval to ensure full cost recovery/approved GIP in place (if applicable)</li> <li>2. HSSE [Gladys Ikhale] - HSSE consideration and requirements are met.</li> </ol>
Signature		
Name	<b>Malcolm Coutts</b>	<b>Thaddeus Adichie</b>
Date	21 September 2016   10:31 BST	07 September 2016   12:06 BST

**Declaration:**

Signatories to this submission acknowledge that they have read and understood the Conflict of Interest Policy in SEPCiN 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.

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**SECTION A: TECHNICALLY QUALIFIED BID LIST****Table A1: Technically Qualified Bidders**

S/No	Recommended Bidders	HSE Capability Assessment (Colour code)	IDD Status	HSE Mode
1	BENKLINE NIG. LTD	Not required	Green	Mode 1
2	CISAN INTERNATIONAL LIMITED	Not required	Green	Mode 1
3	DAVE ONOKPA ELECTRICAL SERVICES CO. NIG	Not required	Green	Mode 1
4	CARDINAL INTEGRATED PROJECTS ENTERPRISES	Not required	Green	Mode 1
5	M B & C INVESTMENT LTD	Not required	Green	Mode 1
6	ALPATECH ENGINEERING	Not required	Not yet screened	Mode 1
7	WEMTRACO	Not required	Green	Mode 1
8	ADEOYE BAKARE PARTNERS LIMITED	Not required	Not yet screened	Mode 1

Technical ITT was published via NipeX on 15/10/2015 to the 111 bidders who were registered under NJQS categories 1.12.01 (HVAC System Packages) and 1.12.99 (Other HVAC Equipment and Accessories). Bid closing date was 16/11/2015.

The bids were opened on 15/06/2016. Out of the 111 bidders that were issued technical ITT, 34 submitted bids via NipeX.

Joint technical evaluation conducted by SPDC and NAPIMS was concluded and signed off on 15/07/2016 while NCDMB technical evaluation report was received on 18/08/2016.

In order to pass the overall technical evaluation, bidders are required score a minimum of 60% in the SPDC/NAPIMS technical evaluation exercise AND comply with NCDMB requirements as assessed by NCDMB. Only the 8 bidders contained in Table A1 met these requirements and thus, 8 bidders passed the technical evaluation and are recommended to proceed to the commercial stage of the tender.

See Attachment 1 for detailed technical evaluation results

6 of the 8 bidders who passed technical evaluation are IDD-cleared (Green) while 2 are yet to be screened. IDD screening of the 2 bidders who are yet to be screened will be initiated.

**Western Development Company Limited (WDCL)**

WDCL was one of the 34 bidders who submitted a bid for the tender. The contractor's folder however contained only 2 documents: 'Contractor's representatives' and 'Company Profile'; hence, technical evaluation could not be conducted on the vendor.

WDCL was a legacy blacklisted/deregistered vendor in SEPCiN vendor database and thus, was always excluded from participating in tenders. With this in mind, notwithstanding the contractor's incomplete bid status, the contractor was excluded from the evaluation sheet with NAPIMS' consent. It was however later discovered that the bidder had been reinstated into SEPCiN's vendor database as a duly registered vendor on or about 22<sup>nd</sup> March, 2016.

Overall, the contractor failed technical evaluation as no assessable document was submitted.

**TERMS & CONDITIONS**

Standard terms and conditions as contained in MCL shall be used.

**GOVERNMENT INTERMEDIARY (GI) ELEMENT**

GI elements present in work scope?

☐ YES

☒ NO

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If yes, Integrity Due Diligence (IDD) for GI conducted?	<input type="checkbox"/> YES	<input checked="" type="checkbox"/> NO
<b>SUPPLIER FINANCIAL RISK ASSESSMENT</b>		
Supplier Financial Risk Assessment is not required as the contract is rated 'Operational' based on the outcome of the Segmentation Tool analysis. See Attachment 3		
<b>TENDER AND AWARD SCHEDULE</b>		
<b>Activity</b>	<b>Target Completion Date</b>	
Issue Commercial ITT	15/09/2016	
Commercial Evaluation	10/10/2016	
MTB Part B Approval	17/10/2016	
NAPIMS submission	18/10/2016	
Contract Award	01/11/2016	

**SECTION B: RISK ASSESSMENT**

Risk Description	Likelihood (H / M / L)	Impact (H / M / L)	Mitigating Actions	Action Owner
Mobilisation and contractor set-up delays	L	M	Early supplier engagement	Contract Holder
Contractor poor performance	L	M	Ensure competent contractors qualify for the commercial phase by ensuring a rigorous technical evaluation Ensure adequate KPIs are inserted in the contract document and agreed with the contractors.	Contract Holder
Poor quality materials	M	H	Ensure SPDC authorized personnel inspects all materials before installations	Contract Holder
Schedule slippage	L	M	Communicate delivery timelines at kick-off Prepare and follow a good contract management plan	Contract Holder
Electrocution	L	H	Ensure contractor personnel wear the right PPE at all time	Contract Holder

**ATTACHMENT:**

- [Approved Part A1](#)
- [SPDC/NAPIMS Technical Evaluation Results](#)
- [NCDMB Technical Evaluation Report](#)
- [Contract Segmentation](#)

## Appendix 1: Detailed Technical Evaluation Results

Bidder	Technical Evaluation Score	Technical Evaluation Assessment	NCDMB Assessment	Overall Assessment	Comments
BENKLINE NIG. LTD	89	Passed	Complied	Passed	Bidder provided evidence of adequate overall technical capability as well as financial and HSE strength.
CISAN INTERNATIONAL LIMITED	89	Passed	Complied	Passed	Bidder provided evidence of adequate overall technical capability as well as financial strength. HSE assessment was average.
DAVE ONOKPA ELECTRICAL SERVICES CO. NIG	74	Passed	Complied	Passed	Bidder provided evidence of adequate overall technical capability as well as financial and HSE strength.
CARDINAL INTEGRATED PROJECTS ENTERPRISES	68	Passed	Complied	Passed	Bidder provided evidence of adequate overall technical capability as well as financial and HSE strength.
M B & C INVESTMENT LTD	65	Passed	Complied	Passed	Bidder provided evidence of adequate overall technical capability but appeared financially weak.
ALPATECH ENGINEERING	64	Passed	Complied	Passed	Bidder provided evidence of adequate overall technical capability with technical partnership with relevant OEMs but appeared financially weak.
WEMTRACO	63	Passed	Complied	Passed	Bidder provided evidence of adequate overall technical capability but appeared financially weak.
ADEOYE BAKARE PARTNERS LIMITED	60	Passed	Complied	Passed	The bidder showed evidence of adequate equipment to do the work and substantial previous work experience. Personnel adequacy appeared average while the bidder appeared financially weak. Closer monitoring required in the event of contract award.
MILAT NIGERIA LIMITED	51	Failed	Non-compliant	Failed	The bidder had basic equipment required to do the work but lacked enough prior work experience and personnel to effectively deliver the work. Bidder also appeared to be financially weak.
TEGXCENT NIGERIA LIMITED	51	Failed	Complied	Failed	Bidder showed evidence of some previous work done. However, the bidder failed to present evidence of availability of required equipment and personnel to effectively deliver the work.
JOC AND JOC LIMITED	48	Failed	Complied	Failed	The bidder seemed to have basic equipment required to do the work. However, bidder could not prove possession of enough work experience and availability of experienced personnel to do the work
MANUEX CO. NIG LTD	48	Failed	Non-compliant	Failed	The bidder seemed to have basic equipment required to do the work. However, bidder could not prove possession of enough work experience and availability of experienced personnel to do the work
DECOON SERVICES LTD	47	Failed	Complied	Failed	Bidder showed evidence of some previous work done. However, the bidder failed to present evidence of availability of required equipment and personnel to effectively deliver the work.
DAGBS NIGERIA LTD	43	Failed	Complied	Failed	The bidder seemed to have basic equipment required to do the work. However, bidder could not prove possession of enough work experience and availability of experienced personnel to do the work
LADOX ENGR LTD	43	Failed	Complied	Failed	The bidder showed evidence of some relevant work experience previously

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Bidder	Technical Evaluation Score	Technical Evaluation Assessment	NCDMB Assessment	Overall Assessment	Comments
					done. However, there was no evidence of proper organizational structure and availability of adequate personnel to do the work. The bidder also appeared weak financially.
BEST OFFSHORE SUPPORT SERVICES NIG LTD	40	Failed	Complied	Failed	Bidder was unable to demonstrate evidence of previous relevant work done, availability of required personnel and equipment
HENSTEEL ENGINEERING & CONSTRUCTION SERV	40	Failed	Complied	Failed	The bidder has a strong organizational structure and financial base but had no previous relevant work experience, equipment and personnel required to do the work.
MULTI LINKS VENTURES LTD	40	Failed	Complied	Failed	The bidder seemed to have basic equipment required to do the work. However, bidder could not prove possession of work experience and availability of experienced personnel to do the work
ERASKONERGY NIGERIA LIMITED	39	Failed	Complied	Failed	Bidder was unable to demonstrate evidence of previous relevant work done, availability of required personnel and equipment
PLATINUM SAMANDY VENTURES	38	Failed	Complied	Failed	Bidder was unable to demonstrate evidence of previous relevant work done, availability of required personnel and equipment
COBIEX INTERGRATED SERVICES LTD	37	Failed	Complied	Failed	Bidder was unable to demonstrate evidence of previous relevant work done, availability of required personnel and equipment
ALCON NIG. LTD	36	Failed	Complied	Failed	Bidder demonstrated technical competence in general mechanical and construction works.
ALPHAMEAD	35	Failed	Complied	Failed	Bidder was unable to demonstrate evidence of previous relevant work done, availability of required personnel and equipment
GEO-LIND (NIG) LTD	33	Failed	Complied	Failed	Bidder was unable to demonstrate evidence of previous relevant work done, availability of required personnel and equipment
KEMUD INTERNATIONAL LIMITED	33	Failed	Complied	Failed	Bidder was unable to demonstrate evidence of previous relevant work done, availability of required personnel and equipment
SOMAK INTERNATIONAL LTD	30	Failed	Complied	Failed	Bidder was unable to demonstrate evidence of previous relevant work done, availability of required personnel and equipment
GINS GLOBAL SERVICES LIMITED	29	Failed	Complied	Failed	Bidder was unable to demonstrate evidence of previous relevant work done, availability of required personnel and equipment
PINSSYL (NIGERIA) LIMITED	28	Failed	Complied	Failed	Bidder was unable to demonstrate evidence of previous relevant work done, availability of required personnel and equipment
APOGEE PHOENIX LIMITED	25	Failed	Complied	Failed	Bidder was unable to demonstrate evidence of previous relevant work done, availability of required personnel and equipment
BOLIVADE NIGERIA LIMITED	23	Failed	Complied	Failed	Bidder was unable to demonstrate evidence of previous relevant work done, availability of required personnel and equipment
AKLAB NIGERIA LIMITED	22	Failed	Complied	Failed	Bidder was unable to demonstrate evidence of previous relevant work done, availability of required personnel and equipment

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Bidder	Technical Evaluation Score	Technical Evaluation Assessment	NCDMB Assessment	Overall Assessment	Comments
EVEREST ENGINEERING SERVICES LTD	19	Failed	Complied	Failed	Bidder was unable to demonstrate evidence of previous relevant work done, availability of required personnel and equipment
OCEANIC CONSULTANTS NIGERIA LIMITED	8	Failed	Complied	Failed	Bidder only submitted CAC documents, organizational structure, DPR permit and Tax Clearance Certificates; hence, technical evaluation could not be conducted
WESTERN DEVELOPMENT COMPANY LIMITED	0	Failed	No report	Failed	Bidder's downloaded folder only contained 2 documents – 'Contractor's representatives' and 'Company Profile'; hence, technical evaluation could not be conducted

