

CONFIDENTIAL

THE SHELL PETROLEUM DEVELOPMENT COMPANY OF NIGERIA LIMITED
MAJOR TENDER BOARD

Ref: SPDC_MTB_18_43

MINUTES OF MTB MEETING NO.18_43
HELD ON MONDAY 17TH DECEMBER 2018 AT 2.00PM
VENUE: B4 089 PORT HARCOURT & BOI 10TH FLOOR C-WING LAGOS

SPDC_MTB_18_43_11 PROVISION EMERGENCY RESPONSE SERVICES TO SPDC FACILITIES - NG01019615

PART A1 – STRATEGY & CONTRACT PLAN - ADDENDUM

The objectives of this submission are to seek MTB approval:

1. Revised contract scope, contract mode definition and contract risk rating
2. The revised Estimated Contract Value due to the additional scope
3. The revised award strategy (including revised Technical & Commercial Evaluation criteria)
4. To adopt the revised bid list as approved by NAPIMS (see attached) and issue of revised Technical ITT.

DISCUSSIONS:

MTB Comments & Clarifications:

1. MTB observed that the Technical Evaluation criteria weights 30% on the Technical capabilities and asked Team how they plan to ensure that only the most suitable Contractors are selected. The team responded that the Technical Criteria was developed to ensure this goal by putting a higher weighting on factors like experience.
2. MTB enquired how Team will ensure NAPIMS alignment on the technical criteria and Team responded that NAPIMS will be engaged to develop the assessment jointly which will aid their support of the results.
3. MTB asked if Team had done a benchmark of these services with Indigenous or smaller companies in similar industries and Team responded that the benchmark exercise that was done was with the IOCs.

DECISION:

Conditionally Approved

DIRECTIVES:

1. Team to provide comparison of total cost of ownership on this proposed strategy and compare to what it costs running the current strategy – **Closed out and supported by the chairman – email attached (attachment 1)**
2. Team should provide Legal Team opinion on the outsourcing model proposed – **Team engaged ER/IR team as advise (Attachment 2)**

TARGET DATE:

7th January 2018

ACTION:

Ugo Adieze (CH) & Yinka Olawuyi (CM)

POST MEETING:

Team engaged MCB Chairman & HR Manager SPDC on 18/01/2019 and steer was to engage the ER/IR Team. ER/IR was engaged and steer from them was to ensure that contract is a purely service contract to ensure compliance with labour law. The Commercial Template and the ECV breakdown submitted for the MTB presentation of 17/12/2018 have been revised to reflect pure service type contract. This has resulted in a change in ECV split from U\$1,053,203.63 + NGN6,494,451,446.19 (F\$22,484,914.84) to U\$1,769,261.99 + NGN6,276,572,223.68 (F\$22,481,971.04). The Part A – Addendum is updated to reflect the new pricing structure and Change was made to the number of awards from four (4) buckets to three (3) buckets.

DECISION:

Approved

<p>DocuSigned by:</p> <p>Sign & Date: 12 March 2019 06:26 GMT</p> <p>58DEBC3424FB4F7...</p>	
<p>Hawa Ajilima-Iloma Secretary, SPDC PTC/UAC</p>	<p>DocuSigned by:</p> <p>kravchenko yakov</p> <p>30A5A21E41D114-March 2019 11:5</p> <p>Yakov Kravchenko Chairman, SPDC FUI/OG</p>