

THE SHELL PETROLEUM AND DEVELOPMENT COMPANY LTD

IV	INUTES O	F NEGOTIATION MEET	TING HELD WITH MEDICHEM PROJECTS LIMITED		
Date: 2	25/06/2020	Time: 1:15pm - 2.42pm	Venue – ONLINE MEETING		
1.0 Attendees		Ekok Okpokam	NAPIMS – Manager, HSSE		
		Dahiru Mohammed	NAPIMS - Deputy Manager, HSSE-JV		
		Benedict Aguka	NAPIMS - HSSE JV		
		Mukaila Ojikutu	SPDC – Safety & Environment		
		Efe Oghomienor	SPDC – Safety & Environment		
		Grace Ejims	SPDC – Safety & Environment SPDC – Contracting & Procurement		
		Yinka Olawuyi			
		Chris Onwudiwe	Medichem Projects Limited – Managing Director		
2.0 Title		NG01022484 – PROVISION OF ENVIRONMENTAL STUDIES AND SERVICES			
Item			Discussion		
3.1	Introduction	1:			
		fing was given by SPDC representative and introduction was conducted by all participants 5, SPDC and the Contractor).			
3.2	Objective:				
	To renegotiate with Medichem Projects Limited on the previously agreed commercial rates for the				
	Provision of Environmental Studies and Services in respect of Tender No. NG01022484 and agree on rates acceptable to Contractor and SPDC.				
	The mandate from NAPIMS was to negotiate up to 40% reduction in rates in view of the effect of COVID-19 pandemic and the aspiration of UTC of 10 dollars to a barrel.				
3.3	Discussions: SPDC representative welcomed the CONTRACTOR and explained the meeting objectives. Contractor was informed that the renegotiation outcome should be a win-win situation for SPDC and Medichem without compromise on the quality of work. A holistic ACV reduction would be preferred to selected reduction perservice lines.				
3.3.1	CONTRACTOR was informed that following a review on the initial agreed rates, based on current realities and benchmarking, the contractor's ability to provide the services at a lower competitive rate without compromising quality and HSE was not in doubt. Hence the need for the downward revision of the rates.				
3.3.2	CONTRACTOR explained that a 40% reduction in rates was too high, that although oil price is going down other statutory rates are on the rise- inflation rates, the exchange rates, cost of hiring equipment, vehicland Consultants. That the initial rates are a barebone cost. Contractor then proposed a 2% discount or rates.				
3.3.3	CONTRACTO	TRACTOR's offer was found unacceptable by the SPDC JV Team. After further deli TRACTOR requested for 48 hours within which to share the rates at which they can reasonable services. SPDC acceded to the request on the premise that the response will demonstrate the swill be competitive and aligned with market benchmarks.			
	rates will be	competitive and anglica wi	ti market benefittarks.		

3.4 Post Negotiation Meeting.

CONTRACTOR reverted with an email response offering discount on some items which was still unacceptable to the JV Team. Further offline deliberation yielded an offer of 5% discount on rates for All Elements in the Contract excluding:

- 1) Cost Sampling Equipment
- 2) Cost of Personnel
- 3) Cost of logistics

This cumulatively, is a 3.86% discount rate, which was still not acceptable to the SPDC JV Team. CONTRACTOR was invited for another meeting with the SPDC JV Team on that basis.

All Resolutions reached are subject to NAPIMS and SPDC Management Approval

SIGNED:			
NAME	COMPANY	SIGNATURE	DATE
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NAME	COMPANY	SIGNATURE	DATE
Chris Onwudiwe	Medichem Projects Ltd.	CARIS ONWIDIWE	
Dahiru Mohammed	NAPIMS	ONETAL EROTTLENCE	27/10/2020
		Deley	
Mukaila Ojikutu	SPDC	Osicusiyned by. Ojikutu, Mukaila	
Yinka Olawuyi	SPDC	Docusigned by: Uinka Clawuji	

Date: 15/9/2020		Time: 11:00am - 1.00pm	Venue – ONLINE MEETING (second session)			
1.0 Attendees		Raimi A. Adeyemi	NAPIMS - Manager, HSSE			
1.0 Attendees		Dahiru Mohammed	NAPIMS - Deputy Manager, HSSE JV			
		Benedict Aguka	NAPIMS - HSSE JV			
		Mukaila Ojikutu	SPDC – Safety & Environment			
		Efe Oghomienor Grace Ejims Debo Ogunjimi SPDC – Safety & Environment SPDC – Safety & Environment SPDC – Safety & Environment SPDC – Contracting & Procurement				
				Kunle Orifowomo	SPDC – Contracting & Procurement SPDC – Contracting & Procurement	
				Yinka Olawuyi		
				Chris Onwudiwe	Medichem Projects Limited – Managing Director	
		2.0 Tit	tle	NG01022484 – PROVISION OF ENVIRONMENTAL STUDIES AND SERVICES		
ltem			Discussion			
3.1	Introductio	n:				
			ative and introduction was conducted by all participants (NAPIMS			
		ne Contractor).				
3.2	Objective:					
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3.3	discount of	fered by the CONTRACTOR so f	ar was found unacceptable.			
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3.3.5					
	CONTRACTOR to note that this Minutes of Meeting shall not constitute a contract or an intention to award a contract and no such liability shall arise therefrom.				
	All Resolutions reached are subject to NAPIMS and SPDC Management Approval SIGNED				
	NAME	COMPANY	SIGNATURE	DATE	
	Chris Onwudiwe	Medichem Projects Ltd.	CARIS OMNUDIWE		
	Raimi A. Adeyemi	NAPIMS	742FA1B807124C3	11/11/2020	
	Mukaila Ojikutu	SPDC	Ozikutu, Mukaila		
	Yinka Olawuyi	SPDC	ACBCF99A98E743F DocuSigned by:		
			Uinka Olawryi DA305672BEF74A4		