THE SHELL PETROLEUM DEVELOPMENT COMPANY OF NIGERIA LIMITED

MAJOR TENDER BOARD SUBMISSION

Confidential **Part A1– Strategy & Contract Plan** **Date: 1st-Nov 2016**

Category	**RE**	Contract ID	**NG01011279**
Contract Title	PROVISION OF MAINTENANCE SERVICES FOR SIEMENS TURBINES, COMPRESSORS AND ACCESSORIES IN SPDC		
HSE Mode & Risk	**Mode-1, High Risk**	Segmentation (Click here to access tool)	**Operational**
Agenda Item	(TB secretary to complete) SPDC - MTB - 16 - 41		
Estimated Contract Value (ECV)	USD/Naira **RESERVED**		
Proposed Contract Start Date	**1st September 2017**	Extension options	1 year
Proposed Contract End dates	**31st-August 2019**		

EXECUTIVE SUMMARY & RECOMMENDATION

To seek approval from MTB for:

- Contract Strategy/Tender Category/Advertisement
- Product Category List
- The basis of award including Technical & Commercial Evaluation criteria
- To issue Technical Invitation To Tender (ITT)

Stakeholder Endorsement:

	Procurement Manager	Contract Owner
	Reviewed and approved for MTB and confirms: 1. Alignment with approved Category Strategy (& Global Category Strategy where applicable) 2. Compliance with the NOGICD Act & Community Content commitments.	**Reviewed whole submission and confirms support from:** 1. Finance **[Olusina Akinola]** - 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) 2. HSSE **[Mike Nduka]** - HSSE consideration and requirements are met.
Signature	Segun Edun 20A70F8185DB426...	Sazy Osasona 8FD53BC5E2A7490...
Name	**Segun EDUN** Segun Edun	**Osasona Sazy** Sazy Osasona
Date	01 November 2016 | 15:56 GMT	03 November 2016 | 09:43 GMT

Approval:

	MTB Chairman
Signature	
Name	
Date	7/12/2016

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.

SECTION A: ASSESS DEMAND & SUPPLY

SCOPE AND BUSINESS REQUIREMENTS

Service/Project Scope (Indicate scope of Nigerian Content):

SIEMENS equipment (Gas Turbine Generators and Compressors) are in SPDC operation at various locations, in Gbaran Ubie , Soku, Belema, EA FPSO, Bonny Terminal and Forcados NB. The SGT400 gas turbine generators are employed for power generation and compressor drivers while the Compressors are used for gas utilization and flares down in the facilities. More of these equipment are also being added to the inventory by project teams including a fleet of new model of Siemens equipment. The Maintenance, reliability and availability of these essential and highly technical equipment presents a challenge, as there is at present no in-house capability for major repairs, Specialised services and overhauls, which require specialist skills and competencies.

The contract aims technically to optimise key performance indicators for Siemens equipment in SPDC thereby enabling the company to achieve its Gas Turbine and compressor availability/uptime targets, reduce Mean Time to Repair and ultimately achieve set oil & gas production targets.

The above presents the need for specialised maintenance contract for spares and services to improve and maintain operational, technical integrity and Reliability of these Siemens equipment.

Siemens Equipment Footprint

1. Gbaran Ubie => 2 x Compressors • Gbaran Ubie => 5 x Siemens SGT400 Gas Turbines (2 compressor drivers and 3 gas turbine Generators)
2. EA FPSO => 2 x Compressors
3. Soku => 3 x Compressors
4. Belema => 1 x Compressor
5. Forcados NB => 1 x Compressor
6. Bonny T. => 1 x Compressor
7. Obigbo Node = 3 x Dresser Rand centrifugal Compressors
8. Obigbo Node and Gbaran = 5 x Dresser Rand reciprocating Compressors
9. Other additional machines introduced into SCiN.

Relevant Information:

10. Availability of the Siemens equipment (compressors and turbines) is critical to SPDC achieving flares down, compressor availability >90%, Gas Utilization >90% and >98% availability of a facility such as Gbaran Ubie Integrated oil and gas plant
11. Availability of the compressors is also critical for honouring the Gas sales agreement for NLNG from Soku.
12. There is a limited in-house expertise to carry out these services, hence requirement for specialists.
13. Siemens published global rates (EFA) across SCIN will apply
14. Contract will be call-off and based on rates.
15. The rates are subject to change annually (according to the GFA) and would be automatically applied.
16. The contracting strategy is essentially call-off, which incorporates both services and spares for the maintenance of Siemens equipment in SPDC.

The scope of work shall include but not limited to the following:

17. Performance of the works and services in accordance to Shell business principles and HSE rules including the Lifesaving Rules.
18. Provision of local Service Engineer (minimum Level 3) for major overhauls, fault finding and repairs available within 48 hrs.
19. Provision of Competent Specialist Engineer within 72 hours
20. Provision of Competent Specialist Technician within 72 hours
21. Repairs and overhauls shall be carried out in accordance with the OEM recommendations, specification and procedures and following SCiN / SPDC standards and procedures in OEM workshop or in-situ, in accordance to OEM procedures.
22. Advise on any updates/modifications/developments to any VRU Compressor plus additional SIEMENS equipment to increase efficiency/integrity. Implementation of Service Bulletins as at when required.
23. Provide a work report upon completion of the work for each and every call-off. Report to be submitted to Shell within 14 days completion of the relevant call-off.
24. Provision of offsite support via e-mails and other communication means.
25. Provision of Training as required by Shell, either on the job or specialist training.
26. Provide special tools and equipment as required by Shell.
27. Provision of spare parts as required by Shell.

Provision of services, as required by Shell for keeping the auxiliaries of the SIEMENS equipment and balance of plant at required performance and Technical Integrity levels

MTB/NAPIMS had previously approved the contract strategy. However, the need to create competition through the introduction of Independent Service Providers (ISPs) necessitated a change in award strategy from single to three (3) in the following format:

a. **Turbines**
b. **Centrifugal Compressors**
c. **Reciprocating Compressors**

Technically qualified vendors will be expected to bid for the three categories of products and award will be proposed to the most competitive for each of the product groups/packages. In order to create capacity, ensure service call-off options and facilitate healthy competition in service delivery, no vendor shall be awarded more than 2 packages. The third package shall be awarded to the second lowest bidder in that package, at the lowest bidder's rate. TCoO will be done and will form the basis of arriving at the most competitive bid.

MTB directive 1

Technical evaluation criteria has been reviewed with the rotating equipmenet Engineers at the centre and also locally with the technical authority. – Please see attachment 1 - updated technical evaluation criteria.

MTB directive 2

CE updated using monthly booking rate of 315.25/$. Page 5 also updated accordingly.

MTB directive 3

This was discussed with the GCM, RE engineers at the centre and the TA. All ISPs with whom we have EFAs are technically approved by the discipline engineering team, all on TAMAP and can deliver aftermarket services id new Compressors are introduced. – Please see attachment 4 Confirmation from GCM.

MTB directive 4.

Company estimate split up into three as directed – please see attachment 5.

Business Requirements:

Define (1) key business objectives/drivers (i.e. cost, HSSE, performance, availability), (2) demand forecast including breakdown by geography & business, and (3) key functional specifications, delivery requirements, quality, etc.

The key business drivers include:

28. **RISKS** – SIEMENS EQUIPMENT in SPDC are Gas Turbines Generators, AG compressors and its drivers. Unavailability of the compressors will result in High Volume of flares, while unavailability of Gas Turbine generators (SGT400) will lead to shutdown of facilities such as Gbaran Ubie integrated oil and gas plant and deferment of its daily production of 1.2bcf of gas and 40kboe.
29. **QUALITY** – Quality parts is crucial in reducing Mean Time Between Failures (MTBF) of these equipment thus also reducing deferments due to the break down and at the same time seasoned service personnel would be required for overhauls and commissioning to reduce turnaround times.
30. **COSTS** – Budgets are constantly challenged both externally by JV partners and internally within SPDC. The current global financial crisis will push for doing more (production) with less (money).
31. **SCHEDULE** - On time delivery of spares is crucial in reducing deferments due to the breakdown of equipment, Turbine, Compressor, or auxiliary.

GLOBAL STRATEGY FIT (CURRENT STRATEGY)

Explain the category strategy for this service and plan to utilise existing Enterprise Frame Agreement (EFA).

A global Enterprise Framework Agreement exists between Siemens and Shell. The strategy for the Rotating Equipment category aims at ensuring on-time availability of RE aftermarket services and product supplies by expanding and nurturing sustainable relationships with major OEM suppliers using Enterprise Framework Agreements (EFAs) where possible. The strategy also aims at ensuring that RE aftermarket services are delivered at the best competitive prices by competent/certified OEMs/Independent Service Providers (ISPs).

Locally, the aim is to match the global strategy with Nigerian content development and also satisfy joint venture partner expectations in ensuring best value to the business and operating environment. The essence is to ensure quality, safeguard expensive equipment and reduce risk exposure to the business.

This contract would be tendered among competent suppliers in compliance with Nigerian government regulations (and NiPEX), however the EFA would be an open/available option if of commercial benefit.

RED THREADS

*Utilizing the **Red Threads Checklist** identify the Red threads relevant to you.*

Red Thread	Consideration	Mitigating Action	Action Owner
Ethics & Compliance	The work scope involves elements relating to freight forwarding and liaising with customs agents. i,e. there is a Government Intermediary (GI) involved. Private interest or gifts & hospitality could interfere with Shell's interest	Cascade and ensure Contractors sign-off the Shell Anti-Bribery & Corruption Manual and undergo GI screening prior to engagement. Fully disclosed COI and record in the Code of Conduct Register	All
Finance	Supplier Financial Risk assessment indicates that financial risk requires mitigation	Contractor to provide PCG or Bank guaranty	Contract Holder

MARKET CONDITIONS

MARKET INSIGHTS: *Analyse market conditions: How can current market dynamics affect this tender? Indicate key market structures using tools such as Porters 5 forces, Force Field analysis, SWOT and price trend analysis?*

SIEMENS is the OEM of SIEMENS Turbines and Compressors. It claims to be one of the world's largest manufacturers of industrial gas turbines, steam turbines and centrifugal compressors for the oil and gas industry and the power industry.

Siemens currently has representation in Nigeria to support the fleet of Turbines and compressors with a company of specialist Field Engineers in-country and a well-equipped workshop at Trans Amadi Port Harcourt, Rivers state.

There also exists a good number of Independent Service Providers (ISPs) globally certified to provide aftermarket services on Siemens Turbines and Compressors. These ISPs have considerable local presence and include Ethos, Elliot, Compressor International (CPI) and Hoerbiger

Shell is one of the top customers of Siemens in Nigeria having a fleet of gas Compressors (Demag Delaval), Turbo-compressors, and SGT400 Gas Turbine Generators. These represent a sizable number of equipment, both onshore and offshore. Other competitors include Total, Mobil and Chevron.

Bargaining Power of SPDC

Gas Turbine Generators and centrifugal compressor maintenance is high value business and SPDC is a major customer in Nigeria. Currently there are about 19 units of Siemens Turbine and compressor in SCiN, excluding Afam Power Station and NLNG. SPDC represents a major market in the industry in Nigeria. Bargaining power is classified as high.

Threat of new Entrants to Market

The barrier to entry is substantial as the OEM has a firm presence in Nigeria; it is considered difficult to break the monopoly of the OEM for this product. This classification has however been challenged in recent times with some globally certified Independent Service Provider vendors such as Ethos, Elliot, CPI and Hoerbiger that have considerable experience in the delivery of Siemens aftermarket services. The threat is classified Medium.

Threat of Substitutes

Substitutes to the provision of Siemens aftermarket services exist from the ISPs. This makes this threat of substitute to be rated as High.

Competitive Rivalry between Existing Players

The competition the delivery of Siemens aftermarket services among is considered high. **PRICING STRUCTURE AND TRENDS:** *Evaluate pricing structures and current and future price trends; this evaluation may include the impact of supply and demand balance, distribution channels, etc.*

Competitive tendering using the NIPEX tool.

Prequalified bidders will be sourced from the Gas Turbines (1.05.02), Centrifugal Compressors (1.03.01) and Reciprocating Compressors (1.03.02) categories in NJQS.

CURRENT & POTENTIAL SUPPLIERS

POTENTIAL SUPPLIERS: *State source of suppliers list or if single source capable of meeting the business needs, logic for inclusion, and current contracts with Shell (if applicable), including scope and Contract Management Teams (Contract Owner, Contract Holder, CP Lead, HSSE Contract Advisor, Finance Focal Point).*

Prequalified bidders will be sourced from the Gas Turbines (1.05.02), Centrifugal Compressors (1.03.01) and Reciprocating Compressors (1.03.02) categories in NJQS.

BASIC INFORMATION APPLICABLE TO NON-NIPEX SUPPLIERS *(if not NipeX) If not NipeX, provide logic for inclusion, current contracts etc.*

N/A

INDICATE ANY ISSUE OF CONCERN REGARDING EACH BIDDER

E.g. Overloaded order book; new to industry and untested; weak balance sheet; etc....

None at this stage

SECTION B: DEVELOP & SELECT STRATEGY

COST MODELLING, COMPANY ESTIMATE, BENCHMARKING & VALUE FOR MONEY

State estimate? How was this estimate determined? What benchmark was used to arrive at estimate -e.g. - existing framework agreement, cross-estimate from Global Category Manager, Shell Estimating Team, Industry index, recent market research? Highlight any allowance for inflation or changes in market prices, where applicable.

Company estimate with one-year extension option inclusive. This is reserved and will be submitted to the Tender Board secretary before the MTB plenary.

Exchange rate based on NGN315.25: USD1.00 Estimate was derived from expected activities over the next two years With an option of 1 year extension, based on historical rates of similar work scopes and the SIEMENS published Global EFA rates

VALUE CREATION OPPORTUNITIES

*Utilizing the **Value Creation Guidance Note**, identify the potential value creation opportunities. Note: this table will be carried into the Contract Management Plan (CMP). Consolidate all opportunities that have been identified and determine those with the greatest potential value to the business (**For Strategic Contracts Only**)*

40/40/20 Element	Lever	Opportunity Description	VI Type	Potential Value (MM)
E.g. Price	Tender with Best of Benchmarking	Utilize cost model based approach to RFP and multi-round tendering to increase competitive tension	TPSS, VI-CAR, VI-RI, VI-WC	$10-15MM
Scope	Bundling of scope	Consolidate requirements for Siemens aftermarket services and tender among Nipex qualified vendors (OEM/ISPs)	TPSS	$2mln

INITIATIVES

*Reflecting on the analysis of the **Value Creation Guidance Note** and the Value Creation Opportunities, develop the Initiatives that will be actioned in the Category Strategy. Initiative-specific risks should be added to the Critical Risks and Mitigations table.*

(For Strategic Contracts Only)

Initiative Title	Description	Value / Benefits	Delivery Timeframe	Resources Required
1. Standardize scope	• Standardization of the qualification process • Early engagement between supplier and project	• Reduced lead time	• Q4 2014	• CM and pipeline discipline team.
2. Site Storage	• Increase on-site storage to minimize operational impact from supply outages	• Avoid a $XX M loss due to inadequate storage	• 4 years	• Business A Project Team

RISK ASSESSMENT

Risk Description	Likelihood (H / M / L)	Impact (H / M / L)	Mitigating Actions	Action Owner
Transportation of equipment	M	H	Pre-mob of equipment and facilities. Increased surveillance	CH

			of activities and spot checks for default	
Quality	L	M	All deliveries are to be accompanied with requisite test/quality certificates. Warranty on parts written into contract.	Warehouse Receipt/ Dispatch Team
Equipment, Spares damage/loss	L	L	Use of appropriate lifting gear and proper handling	Warehouse/Receipt & Dispatch Teams
Personnel Safety	L	M	Correct and adequate use of PPE. Adequate supervision. HSE education where necessary	All
Late delivery	M	H	Monitor all deliveries against pre-agreed targets. Escalate to Contractor management. Cancellation of order, reissue to 2nd contractor	CH
Fire/explosion. Injury to people/Damage to equipment	M	H	JHAs must be conducted and all risk assessed to ALARP. Follow OEM specific procedures for the work scope. Stop task. Inform CCR/Medic/supervision, If trained commence First Aid. Isolate ignition source. If required vacate the area.	CH

SOURCING STRATEGY

Nigerian Content Development (NCD) *Applicable Schedule A targets, actions required to close target gaps and Nigeria Content Plan including training plan.*

a. *Applicable NOGICD Act - Schedule target(s), current in country capacity and plan to close gap if any.*

Table below illustrates required information for this section.

*Work Category	Schedule Target	Current In-Country Capacity	Measurement Metrics	Proposed Action to close gaps
Maintenance and Modification of Pumps and Rotating Equipment	65%	30%	Man Hours	• Intensify the achievement of domestication objectives. Plan is to establish workshop/plants in Nigeria
				•

List relevant Work Category/Categories to the contract as defined in NOGICD Act

NOGICD Act *= Nigeria Oil & Gas Industry Content Development Act*

b. Nigeria Content Plan *(This is for ALL contracts >$1m)*

i. Research & Development Plan

ii. Technology Transfer Plan (Strategic contracts only)

iii. Training Plan (Mandatory for all contracts)

(Training Plan must be aligned with the pre-approved Nigeria Content Plan for the Project if any and also in line with the human capacity development guidelines)

Training Type	No of Trainees	Total Man-hours	Name / Level of Certification
O & M of Siemens Turbines & Compressors	10	1120	Level 1

Training is for National Skill pool per NCDMB database.

All training must be certifiable by statutory or industry recognised professional body and in line with NCDMB training guidelines.

c. Global Sustainable Sourcing plan (outline plan to utilise global sourcing opportunity to support attainment of Nigerian Content targets)

*****Where the Nigeria Content in-country capacity falls short of set minimum targets by law an authorisation to import may be required for these categories.***

COMMUNITY CONTENT DEVELOPMENT *Applicable directives/targets for this category. List opportunities and actions required to make this CCD opportunity happen.*

The OEMs/OEM affiliates/ISPs shall be required to demonstrate that they have a policy in place for preferred employment option for host community and other Niger delta workers within their respective organization. They will also be required to establish a programme in place for training and development of host community and other Niger delta workers over the contract period.

PRICING STRUCTURE & INCENTIVES

Describe which work element is lump sum, unit rate, reimbursable. Potential payment discounts?

Competitive tendering using the NIPEX tool. Provision of FSRs and other aftermarket market services shall be on unit rates basis. The logistics of expat FSRs shall be treated as reimbursable scope.

MARKET APPROACH

Open Tender/Closed Tender/Negotiation/ Single Source/OLB. Explain choice of strategy.

The market approach shall be competitive tender via NIPEX

BASIS OF AWARD / BIDDING STRATEGY

Technically acceptable and commercially lowest/OEM/Nigerian Content initiative, single or multiple awards? State envisaged commercial risk(s) associated with award and mitigation plan.

Award shall be made for the following packages:

1. Turbines
2. Centrifugal Compressors
3. Reciprocating Compressors.

Award will be proposed to the most competitive for each of the product groups/packages. **In order to create capacity, ensure service call-off options and facilitate healthy competition in service delivery, no vendor shall be awarded more than 2 packages. The third package shall be awarded to the second lowest bidder in that package, at the lowest bidder's rate.** TCoO will be done and will form the basis of arriving at the most competitive bid.

TECHNICAL / COMMERCIAL EVALUATION CRITERIA & NEGOTIATION PARAMETERS

State all technical considerations driving evaluation criteria. Which are the "Go/No Go" areas (fatal flaws)? Indicate high-level weightings. Attach Commercial evaluation criteria, with distribution of Notional Quantities, milestones, re-imbursables, or book-rates as applicable. For negotiation, show key objectives, and where applicable state the aspiration, fall back and walk-away positions.

Technical Evaluation: **Technical evaluation criteria** will help to identify vendors who have the technical know-how and experience required to handle the scope of the contract It will also establish successful technically qualified vendors who have relationship with OEM

Commercial evaluation criteria will seek to award each package to the commercially acceptable lowest bidder.

Technical & Commercial evaluation criteria summary below, detail in Attachment III and Attachment IV

S/n	Criteria	Overall Weighting
1	MANDATORY TEST	
2	CORPORATE STRUCTURE	5%
3	FINANCIAL CAPABILITY	15%
4	TECHNICAL CAPABILITY (Site visit/further verification may be required]	65%
5	QUALITY MANAGEMENT	10%
6	HSE EVALUATION MODEL FOR Low Risk Mode 2 and All Mode 1 and 3 contracts ***	5%

NEGOTIATION POINTS (where applicable):

Starting Position	Benchmark Position / Company Estimate	Target Position and Associated Logic	Walk-away Position and Associated Logic
N/A	N/A	N/A	N/A

ALTERNATIVE STRATEGIES CONSIDERED: *Has alternative strategy been considered? Give brief overview of alternative(s) considered and reason for not choosing alternative(s). If no alternative considered, why not?*

Alternative strategy would be to pursue a Single Source strategy with the OEM. However, this strategy will only increase the uniqueness of the Supplier, make the service more specific and increase Supplier power through monopoly. There is need to create value, reduce Supplier uniqueness, introduce new players, improve Supplier aftermarket services and response time. SPDC can only leverage on these through the creation of a competitive environment.

COMMERCIAL TIMELINE:

Activity	Target Completion Date
Tender and Award Schedule	
Issue Technical ITT	January 2017
Technical Evaluation	March 2017
Issue Commercial ITT	April 2017
Commercial Evaluation	May 2017
MTB/SCC submission	June 2017
Nigerian Content Compliance Certification	June 2017
NAPIMS submission	July 2017
Contract Award	August 2017

KEY PERFORMANCE INDICATORS:

Business Objective	KPI	Measure	2014 Target	Frequency Measured
E.g. HSSE	Total Recordable Case Frequency (TRCF)	Per million man hours	0.00	Monthly cumulative

ATTACHMENTS:

1. **Technical Evaluation Criteria**
2. **Commercial Evaluation Template**
3. **Draft Advert**
4. **GCM confirmation**
5. **Updated CE**

INSTRUCTION TO CONTRACT SPECIALIST: CONTRACT SPECIALIST IS TO ENSURE THAT CRITERIA IS FIT FOR PURPOSE

	SPDC	TENDER:				TECHNICAL EVALUATION CRITERIA	
		SERVICE:	PROVISION OF MAINTENANCE SERVICES FOR SIEMENS TURBINES, COMPRESSORS AND ACCESSORIES IN SPDC				
S/n	Criteria	Overall Weighting	Available Score / Criteria	Parameters / Criteria for Objective Analysis and Ranking Assignment			
				A - 0%	B - 30%	C - 60%	D - 100%
1	MANDATORY TEST						
a)	**Registration & Incorporation in Nigeria**	MANDATORY					
	Has TENDERER evidenced relevant registration requirements (Certificate of Incorporation, Forms C02/C07/Memorandum/Article of Association,DPR Liscence relevant to category of work) necessary to legally do buisness in Nigeria.		Mandatory	**Objective evidence available**-TENDERER is qualified for further evaluation. **Objective evidence not available-TENDERER** is disqualified from further evaluation			
b)	**Tax Certificate**	MANDATORY					
	Has TENDERER evidenced tax clearance certificate for the last three years [2013, 2014, 2016]		Mandatory	**Objective evidence available**-TENDERER is qualified for further evaluation. **Objective evidence not available-TENDERER** is disqualified from further evaluation			
c)	**Shell Business Principles Mandatory Tests**	MANDATORY					
	Has the TENDERER provided certifications and document relevant to status as a Government or Non Government Intermediary		Mandatory	**Certificate relevant to status provided**-TENDERER is qualified for further evaluation. **Certificate relevant to status not provided-**TENDERER is disqualified from further evaluation			
d)	**Ethical Status**	MANDATORY					
	Is the TENDERER under sanction or blacklisted for non compliance or violation of company standards, the Shell Life Saving Rules or involvement in a HSE incident resulting in multiple fatality?		Mandatory	Do not proceed with further evaluation if TENDERER is under sanction or blacklisted for non compliance or violation of company standards, the Shell Life Saving Rules or involvement in a HSE incident resulting in multiple fatality			
e)	**Litigations**	MANDATORY					
	Is the TENDERER involved in litigations with Shell which preclude being extended a further chance to tender?		Mandatory	Do not proceed with further evaluation if TENDERER involved in litigations with Shell which preclude being extended a further chance to tender			
2	CORPORATE STRUCTURE	5%					
a)	**Corporate formation**	2%					
	Did the TENDERER provide evidence of independent operating status for this tenders.If not independent is there a legally binding Joint venture/Partnership agreement showing clear definition of finacial and operational roles		100%	TENDERER did not provide evidence defining Joint Venture/Parnership status	TENDERER did not provide sufficient evidence defining Joint Venture/Parnership status	TENDERER provided sufficent evidence defining legally binding Joint Venture/Partnership status	TENDERER provided evidence showing independent operating status.
b)	**Communication**	1%					
	Did the TENDERER provide evidence of corporate and operational bases with robust communication infrastructure in place (Corporate, Address and Contact details,Branch Office Adrress and Contacts details,Corporate Telephone Numbers,Corporate email address,Corporate Website etc)		100%	Communication infrastructure is Poor or non exsistent	Communication infrastructure is Fair	Communication infrastructure is Good	Communication infrastructure Excellent
c)	**Organisational Structure**	2%					

SPDC	TENDER:		TECHNICAL EVALUATION CRITERIA			
	SERVICE:	PROVISION OF MAINTENANCE SERVICES FOR SIEMENS TURBINES, COMPRESSORS AND ACCESSORIES IN SPDC				
S/n	Criteria	Overall Weighting	Available Score / Criteria	Parameters / Criteria for Objective Analysis and Ranking Assignment			
				A - 0%	B - 30%	C - 60%	D - 100%
	Does the structure of TENDERER's organisation appear robust enough to support the WORK for the term of the contract, and do partnership and ownership details confirm this?		100%	Poorly defined Organisational structure.Will not be able to adequately support tender scope requirement	Definition of Organisational structure Fair.Able to provide a fair support to tender scope requirement	Definition of Organisational structure okay .Able to provide average support to tender scope requirement	Excellent and well defined Organisational structure.Able to excellently support tender scope requirement
3	FINANCIAL CAPABILITY	15%					
(a)	Accounts for the last 3 years audited by a licensed audit firm.		Mandatory to continue finacial evaluation	Not available.Score and discontinue financial evaluation			
(b)	A licensed accountancy firm has audited the accounts. In Nigeria this shall be a member of the institute of Chartered Accountants of Nigeria with a public practice license evidenced by the presence of the ICAN PPS stamp on the certificate.		Mandatory to continue finacial evaluation	Not available.Score and discontinue financial evaluation			
(c)	Most recent accounts should not have an end of year date more than 18 months before time of pre-qualification.		Mandatory to continue finacial evaluation	Not available.Score and discontinue financial evaluation			
(d)	Status of the latest audit certificate.		20%	No Audit Certificate	Audit certficate not current	Current Audit cerficate submitted but not stamped and signed	Latest audit certificated submitted and audit carred out by a repuatble auditing firm, stamped and signed.
(e)	Contract value ratio - Average annual turnover /the estimated annual contract value.		13%	<=2.5	2.5 < x < 4	4 < x < 5.5	>= 5.5
(f)	Current ratio for each of the past 3 years - current assets / current liabilities.		20%	<=1	1 < x < 1.5	1.5 < x < 2.0	>= 2.0
(g)	Contract exposure -(Net current assets -/- maximum 3-month contract exposure) / maximum 3-month contract exposure.		13%	<=2	2 < x < 1.5	1.5 < x < 2.1	>= 2.1
(h)	Debt to equity ratio - (total assets – shareholder's equity) / shareholders' equity.		14%	x => 1	1 > x > 0.5	0.5 > x > 0.3	x <= 0.3
(i)	Interest cover ratio - (profit before interest and tax) / interest payable.		20%	x <= 1.5	1.5 < x < 3.5	3.5 < x < 5.0	x >= 5.0
	Additional Financial Capability criteria for estimated Approved Contract Value > $ 25 mln:						
j)	Analysis of Cash Flow - split in cash resulting from 1) operational activities, 2) investment activities, 3) Financial activities		On a par with 2d, f & l	Negative	Break even	Positive total cash flow	Positive operational & total
k)	Net Cash versus short term debt facilities (important in short term to understand whether supplier will be able to refinance in this difficult market).		On a par with 2d, f & l	< 1.0	= 1.0	1.0 <=x<2.0	>=2.0
l)	Minimum of Bbb Credit rating by S&P, Moody's or Agusto & Co. for Nigerian firms		Mandatory	Mandatory	Mandatory	Mandatory	Mandatory
m)	Credit Default Swap **(where available)**		An indicator only	Indicates market view of credit worthiness, if it is easily tradeable - Positive or Negative. Not commonly available in Nigeria, but if so consult BFP.			
	*See below for further Additional Financial Capability tests, where scores are <2 on three or more of the criteria in Section 2:						
	TEST		OBJECTIVE			OUTCOME	
n)	Analysis of their order books; what kind of contracts (reimbursable or lump sum, scope of work), likelihood of cancellation, long lead items		Assurance that Vendor will not be solely dependant on SEPCiN business during the life of the contract'			Assured - Pass	Not Assured - Fail
o)	Insight into short-term debt facilities, their terms and conditions (interest rate, currency, revolving) and identify banks providing these lines of credit		To ensure these are committed facilities i.e. cannot be pulled by a bank at short or no notice.			Committed - Pass	Not Committed - Fail
p)	Net Cash versus CAPEX requirements		Significant capex requirement in upfront years vs cash or undrawn debt may raise concern given difficulty in raising short term debt currently.			No Concerns - Pass	Concerns - Fail
q)	Financial stability of sub contractors and suppliers.		Sustainability of the Contractor's supply chain over the contract life.			Sustainable - Pass	Not Sustainable - Fail

	SPDC	TENDER:				TECHNICAL EVALUATION CRITERIA	
		SERVICE:	PROVISION OF MAINTENANCE SERVICES FOR SIEMENS TURBINES, COMPRESSORS AND ACCESSORIES IN SPDC				
S/n	Criteria	Overall Weighting	Available Score / Criteria	Parameters / Criteria for Objective Analysis and Ranking Assignment			
				A - 0%	B - 80%	C - 60%	D - 100%
r)	Financial latest estimates or monthly management accounts.			Provision of the current vs historical finacial position		No Concerns - Pass	Concerns - Fail
4	TECHNICAL CAPABILITY (Site visit/further verfication may be required)	65%					
4.1	Organisational Experience	5%					
(a)	Does TENDERERS Synopsis of operating experience demonstrate relevant operation in Nigeria, specifically in the area of the WORK , backed up by cleint details etc.		40%	Objectively, minimal/no previous experience in the Nigerian/other offshore environment.	Objectively, less than average experience in the Nigerian/other offshore environment.	Objectively, average experience in area of the WORK within the Nigerian / other offshore environment	Objectively, higher than average experience in area of the WORK within Nigeria
(b)	Does TENDERERS Synopsis show understanding of the Tender requirements & the scope of work in general supported by an execution plan		60%	Objectively, patchy execution plan demonstrating poor understanding of the Tender requirements & the scope of work in general	Objectively, less than average execution plan identifying a detailed understanding of the Tender requirements & the scope of work in general	Objectively, average execution plan identifying a detailed understanding of the Tender requirements & the scope of work in general	Objectively, excellent execution plan identifying a detailed understanding of the Tender requirements & the scope of work in general
4.2	PERSONNEL	20%					
a)	Sufficiency						
	Are the numbers and disciplines of personnel proposed sufficient to support COMPANY operations and all Certified to equivalent Siemens level 3 certification for FSE skills level as a minimum requirement.		100%	Objectively, non-compliant or compliant numbers of offshore personnel with no redundancy to cover for unscheduled absence. Minimal shore based personnel and dedicated campaign support	Objectively, compliant / average numbers of offshore personnel with minimal / no redundancy to cover for unscheduled absence. Minimal shore based personnel and dedicated campaign support	Objectively, compliant / average numbers of offshore personnel with partial redundancy to cover for unscheduled absence. Higher than average shore based personnel and dedicated campaign support	Objectively, compliant / higher than average numbers of offshore personnel with redundancy to cover for unscheduled absence. Higher than average shore based personnel and dedicated campaign support
b)	Experience						
	Do experience levels of key personnel conform to COMPANY minimum requirements for Siemens and dresser rand compressors.		60%	Objectively unnacceptable number of experience levels fall below minimum requirement.	Objectively the majority of experience levels meet minimum requirement (minimal exceptions).	Objectively experience levels meet minimum requirement.	Objectively experience levels exceed minimum requirement.
4.3	EQUIPMENT, HARDWARE & ACCESSORIES (Site visit/further verfication may be required)	10%					
(a)	Availability						
	Is TENDERER able to demonstrate availability of equipment compliant with minimum requirement.		30%	Objectively not complaint. Outdated underutilised equipment. No obvious signs of recent maintenance and an ill-prepared and poorly presented execution / maintenance plan.	Objectively, not fully compliant / less than average min. requirement. Below average functional specification not supported with a regular inspection or maintenance plan. Items being in less than average state of repair.	Objectively, all items available compliant with average / minimum requirement. Average Functional Specification. Generally as new. Predominently latest model / design	Objectively, all items available significantly in excess of average / minimum requirement. Highest Functional Specification and New / As New or latest model overall
(b)	Standard and Specification						
	Is TENDERER able to demonstrate availability of siemens and dresser rand compressors specific engineering information(Drawings, Clearance Tables, PI&D, fit for purpose maintenace plan, design documents/operating envelops , ETC)		100%	Objectively not complaint. Not able to demonstrate availability of the standard and specific equipment inforamation.	Objectively, not fully compliant / less than average min. requirement. Less than average standard and supported with irregular and dysfunctional inspection and maintenance plan.	Objectively, all items available compliant with Minimum Spcification. Average standard supported with regular inspection and maintenance. Plan	Objectively, exceeds minimum specification. . able to demonstrate availability of siemens and dresser rand compressors specific engineering information(Drawings, Clearance Tables, PI&D, design documents/operating envelops) including a robust fit for purpose maintenance plan

SPDC	TENDER:		TECHNICAL EVALUATION CRITERIA			
	SERVICE:	PROVISION OF MAINTENANCE SERVICES FOR SIEMENS TURBINES, COMPRESSORS AND ACCESSORIES IN SPDC				
S/n	Criteria	Overall Weighting	Available Score / Criteria	Parameters / Criteria for Objective Analysis and Ranking Assignment			
				A - 0%	B - 30%	C - 60%	D - 100%
	Is TENDERER able to demonstrate capacity to carryout both soft and hardware OEM upgrade activities on the equipment and Adminstrative access to machinery PLC controls, OEM 24/7 service /helpdesk support including Service Bulletins and its implementation..		100%	Objectively not complaint. No prove to show capacity to OEM upgrades, helpdesk support ,implementation of Service bulletins and Adminstrative access to SGT400 Controllogix with respect to site project software	Objectively not complaint. No prove to show capacity to OEM upgrades, helpdesk support ,implementation of Service bulletins and Adminstrative access to SGT400 Controllogix with respect to site project software	Objectively not complaint. No prove to show capacity to OEM upgrades, helpdesk support ,Implementation of Service bulletins and Adminstrative access to SGT400 Controllogix with respect to site project software	Objectively, complaint and indicates with proves, certificates from OEM indicating the capacity to perform soft and hardware upgrades,including OEM service bulletin implementations, 24/7 helpdesk support and Adminstrative access to SGT400 Controllogix with respect to site project software .
(c)	**Inspection and Maintenance**						
	Is TENDERER able to demonstrate availability of equipment compliant with minimum requirement, with sufficiency of back-up / redundancy measures and is this supported by a documented maintenance plan per COMPANY minimum requirement.		20%	Objectively, inspection and maintenance either not recognsied or that vague / irregular and/or reactionary to provide any discerable value to service delivery. Greatly increased / near certain potential for rig site failures.	Objectively, less than average inspection and maintenance plan. Irregular periodic and spasmodic pre-ship inspection. Irregular inspection and maintenance programme. Increased potential for rig-site failures	Objectively, average inspection and maintenance plan. Periodic and pre-ship inspection undertaken. Farily regular inspection and maitnenance programme.	Objectively, most thorough inspection plan for equipment and other items. Periodic and pre-ship inspection. Regular inspection and maintenance programme enforced. Highly reduced potential for rig-site failures
	Is TENDERER able to demonstrate warranties capability on the siemens and dresser compressors.		100%	objectively no previous activities on the equipment and OEM certificates to show warranties OEM warranties capabilities	objectively no previous activities on the equipment and OEM certificates to show warranties OEM warranties capabilities	objectively no previous activities on the equipment and OEM certificates to show warranties OEM warranties capabilities	Objectively, evidence on previous OEM warranties activities with OEM certified personnel on the respective siemens and Dresser rand compressors.
(d)	**Availability of Back-up / Spares**						
	Does TENDERER carry an inventory which is capable of reacting to changes in sequence, supporting multiple rig (and/or Operator) activities. Are there sufficient back-up available to react expediently?		20%	Objectively, either insufficient inventory to support single rig activity with no back-up or contingency plan.	Objectively, less than average or average inventory which would struggle to support multiple rig activities based on current / forecast commitments with no contingency plan	Objectively, average inventory (equipment and GOODS), capable of supporting multiple rig activities but not any further expansive client base. Additional workload and contingency plan recognised	Objectively, most expansive inventory of equipment and other contractor provided items capable of supporting multple rig activities and other operators without detriment to COMPANY requirements
4.4	**Sufficiency and Lead Time**	5%					
	Is TENDERER able to demonstrate availability of all GOODS complaint with minimum requirement. Is sufficiency assured by clear minimum stocking levels and inventory management system(s) and GOODS Lead time assured?		100%	Objectively, not compliant with items not available in accordance with average / minimum requirement. Not possible to assure minimum stocking levels due to an ineffective / incomplete inventory management system. Least favourable Lead time for GOODS supply.	Objectively, partial compliant with critical items not fully available up to average / minimum requirement. Deficiencies overcome with a sound inventory management system and also Average Lead time for GOODS supply.	Objectively, compliant with items available in accordance with average / minimum requirement. Minimum stocking levels confirmed by sound inventory management system(s) and average Lead Time for GOODS supply.	Objectively, compliant with items available in excess of average / minimum requirement. Inventory management system is of the highest functional specification assuring minimum stocking levels. Higher than average Lead time for GOODS supply.
4.5	**Testing Equipment**	5%					
	Is TENDERER able to demonstrate in Country presence with respect to similar technical Jobs performed in Nigeria and availability of equipped workshop with minimum testing equipment and requirement,.		100%	Objectively, not complaint/ non in country presence and equipped workshop per minimum requirement.	Objectively, not complaint/ non in country presence and equipped workshop per minimum requirement.	Objectively, not complaint/ non in country presence and equipped workshop per minimum requirement.	Objectively, complaint with in country presence with respect to similar technical jobs performed in nigeria and equipped workshop in excess of minimum requirement.
4.6	**OEM Relationship**	20%					
	Does the TENDERER show objective evidence of valid OEM relationship relevant to the succesful execution of the WORK		100%	Objective evidence does not show OEM relationship or evidence of one being established before commercial tendering phase	Objective evidence to show OEM relationship being processes and will be established before commercial tendering phase		Objective evidence of valid relationship provided
5	QUALITY MANAGEMENT	10%					
5.1	QA / QC Plan	4%					

SPDC	TENDER:			TECHNICAL EVALUATION CRITERIA			
	SERVICE:	PROVISION OF MAINTENANCE SERVICES FOR SIEMENS TURBINES, COMPRESSORS AND ACCESSORIES IN SPDC					
S/n	Criteria	Overall Weighting	Available Score / Criteria	Parameters / Criteria for Objective Analysis and Ranking Assignment			
				A - 0%	B - 30%	C - 60%	D - 100%
	Is the Tenderer able to demonstrate through a well formulated and implemented QA/QC plan, the ability to provide subject service to meet minimum requirement.		100%	Critical omissions observed. Less than average responses to process control. Very high likely hold of non compliant systems.	Less than average repsonses with critical omissions observed in formulation and deployment process.	Average quality plan managing all issues of formulation and delivery process.	Higher than average/thorogh quality plan managing all issues of formulation and deployment process
5.2	**Past Performance**	2%					
	Is TENDERER able to demonstrate by providing examples of previous projects management commitment to: a) Customer Satisfaction b) Continous Improvement?		100%	No previous project management documentation to assure that TENDERER is commited to customer satisfaction. Performance assurance is speculative.	Limited number of previous project management documentation to assure that TENDERER is commited to customer satisfaction.	Evidence of sufficient number of previous project management documentation to assure that TENDERER is commited to customer satisfaction but no continous improvement programme for sustainability.	Clear evidence of previous project management documentation to assure that TENDERER is commited to customer satisfaction and there is a programme in place for continous improvement.
5.3	**Technical Integrity**	2%					
	Is TENDERER able to demonstrate from previous projects, assurance of technical integrity of installed equipment		100%	No evidence of any installations	No evidence of any installations but TENDERER showed evidence good procedure to ensure technical integrity	Previous projects documented but no documentation by client certifying that project was well carried and completed	Previous projects documented with certification from client that project was well carried and completed satisfactorily.
5.4	**Audit and Review**	2%					
	Is TENDERER able to comprehensively describe their audit programme and how the process findings by giving examples from previous projects?		100%	no evidence of an audit programme prepared for subject tender, procedure not not too clear and cannot be deduced that audit programme is functional.	Documents include reference to auditing but there are no specific details about scheduling and coverage.	Documents include details of how auditing is to be implemented with schedules /coverage but no examples of previous projects that have been audited.	As in C but additionally specifies management's role in audit and follow-up on action items.Documented examples that could be deduced that system is working.

SPDC	TENDER:					
	SERVICE:	PROVISION OF MAINTENANCE SERVICES FOR SIEMENS TURBINES, COMPRESSORS AND ACCESSORIES IN SPDC			TECHNICAL EVALUATION CRITERIA	
S/n	Criteria	Overall Weighting	Available Score / Criteria	Parameters / Criteria for Objective Analysis and Ranking Assignment		
				A - 0%	B - 30%	C - 60%	D - 100%
6	HSE EVALUATION MODEL FOR Low Risk Mode 2 and All Mode 1 and 3 contracts ***	5%					
6.1	HSE Management						
a)	Assessment of Contractor Management, contract administration, technical, HSES per Contractor Simplified HSE Checklist for Contracts Exempt from CA - Mode 2 low risk and Mode 1 & 3 contracts.		100%	Fair to Poor	Adequate	Good	Excellent

NOTE*** HSE EVALUATION MODEL FOR Mode 2 LOW RISK and All Mode 1 & 3 CONTRACTS

1) For Low Risk Mode 2 tenders and all Mode 1 & 3 tenders, This HSE evaluation model will account for at least 5% of total Technical Evaluation score.
2) To qualify, a contractor MUST meet mandatory criteria in section 1 and attain a minimum of 60% of the score available in section 6. Failure to pass either criteria automatically leads to disqualification.

Ndudirim, Victoria SPDC-PTC/UOA

From: Timpau, Doina R GSNL-PTC/PC
Sent: Friday, June 24, 2016 4:13 PM
To: Esekody, Emeka P SPDC-PTC/UOA; Ogunjimi, Debo B SNEPCO-PTC/UOA; Dawodu, Mike M SPDC-PTE/EUPE; Odunze, Kenechukwu A SPDC-UPO/G/PSTA
Cc: Osasona, Sazy F SPDC-UPO/G/PSTA; Wishaupt, Paul VM GSNL-PTE/EREQ; Oji, Eberechukwu E SPDC-UPO/G/PC
Subject: MTB directives on the submission for the maintenance of Siemens Turbines, Compressors and accessories in SPDC

Gentlemen,

To follow up on our conference call yesterday and summarise the key take-aways:

- All the independent service providers of aftermarket goods and services with whom we have EFAs are technically approved by the discipline engineering team
- They are all on the TAMAP list – please consult the TAMAP list at: https://eu001-sp.shell.com/sites/AAAAA4711/FormServerTemplates/TAMAP%20Lists%20Landing%20page.aspx?PageView=Shared under "Category & Discipline: Rotating Equipment"
- Some of their shops (not all of them) have been audited by members of the discipline engineering teams; those shops that have passed the audit and are approved for use by Shell OUs and JVs are also to be found in the TAMAP list
    - The audit reports of those shops are archived at: https://eu001-sp.shell.com/sites/AAAAA4711/STDiS%20Documents/Forms/View%20by%20Category.aspx You will be able to see the names of the auditors and can contact them directly in case you need further information.
- If you follow the links you will see which shops are approved for which scope, e.g. types of services, parts, etc.

If you have difficulties accessing the above links please flag this to Paul, he will make sure that someone in his team will help you.

Best Regards,

Doina

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PROVISION OF MAINTENANCE SERVICES FOR SIEMENS TURBINES, COMPRESSORS AND ACCESSORIES IN SPDC

COMPANY ESTIMATE (SGT400 GAS TURBINE BREAKDOWN)

	TWO YEARS CALL OFF ESTIMATE			USD60 - NGN40% SPLIT		
Item	Description	Estimated quantity	UNIT COST (USD)	(60%) USD	(40%)NGN	TOTAL COST (USD)
1	SGT400 24-32k inspection(Full Overhaul of Gas generator (Core engine) exchange services including FAT, Freighting and Duties)	3	3,200,000.00	1,920,000.00	403,520,000.00	9,600,000.00
2	SGT400 48k inspection - Full overhaul of Power Turbine exchange services including FAT, freighting and duties.	3	1,400,000.00	840,000.00	176,540,000.00	4,200,000.00
3	SGT400 48k Main / auxilliary Gearbox inspection-Full overhaul including FAT,Freighting and duties.	5	170,000.00	102,000.00	21,437,000.00	850,000.00
4	SGT400 Combustion systems 48k inspection(Turbine Hot end replacement of parts and calibration of devices)	4	1,200,000.00	720,000.00	151,320,000.00	4,800,000.00
5	SGT400 Alternator Overhaul	5	200,000.00	120,000.00	25,220,000.00	1,000,000.00
9	Mob/Demob Out of Country specialist Engineer (Callout)	25	6,000.00	3,600.00	756,600.00	150,000.00
10	Mob/Demob Out of Country Field Service Supervisor	25	5,500.00	3,300.00	693,550.00	137,500.00
11	Mob/Demob Out of Country Field Service Technician	25	5,000.00	3,000.00	630,500.00	125,000.00
12a	Specialist Engineer Onshore 5-days a week Rates based on 8hrs for (SGT400) SGT - Siemens Gas Turbines	180	1,981.00	1,188.60	249,804.10	356,580.00
12b	Field Service Supervisor Onshore 5-days a week Rates based on 8hrs for Siemens (SGT400)Gas Turbines	180	1,694.00	1,016.40	213,613.40	304,920.00
12c	Field Service Technician Onshore 5-days a week Rates based on 8hrs for (SGT400) Siemens Gas Turbines	180	1,536.00	921.60	193,689.60	276,480.00
14a	Specialist Engineer Onshore 6th day of the week Rates based on 8hrs for (SGT400) SGT - Siemens Gas Turbines	50	2,676.00	1,605.60	337,443.60	133,800.00
14b	Field Service Supervisor Onshore 6th day of the week Rates based on 8hrs for Siemens (SGT400)Gas Turbines	50	2,287.00	1,372.20	288,390.70	114,350.00
14c	Field Service Technician Onshore 6th day of the week Rates based on 8hrs for (SGT400) Siemens Gas Turbines	50	2,074.00	1,244.40	261,531.40	103,700.00
16a	Specialist Engineer Onshore 7th day of the week or local holiday Rates based on 8hrs for (SGT400) SGT - Siemens Gas Turbines	50	3,765.00	2,259.00	474,766.50	188,250.00
16b	Field Service Supervisor Onshore 7th day of the week or local holiday Rates based on 8hrs for Siemens (SGT400)Gas Turbines	50	3,218.00	1,930.80	405,789.80	160,900.00
16c	Field Service Technician Onshore 7th day of the week or local holiday Rates based on 8hrs for (SGT400) Siemens Gas Turbines	50	2,918.00	1,750.80	367,959.80	145,900.00
19a	Specialist Engineer Onshore Hourly Rates in excess of 8hrs 6-days a week for (SGT400) SGT - Siemens Gas Turbines	50	335.00	201.00	42,243.50	16,750.00
19b	Field Service Supervisor Onshore Hourly Rates in excess of 8hrs 6-days a week for (SGT400) SGT - Siemens Gas Turbines	50	286.00	171.60	36,064.60	14,300.00
19c	Field Service Technician Onshore Hourly Rates in excess of 8hrs 6-days a week for (SGT400) SGT - Siemens Gas Turbines	50	260.00	156.00	32,786.00	13,000.00
21a	Specialist Engineer Onshore Hourly Rates in excess of 8hrs 7th day of the week or local holiday for (SGT400) SGT - Siemens Gas Turbines	50	589.00	353.40	74,272.90	29,450.00
21b	Field Service Supervisor Onshore Hourly Rates in excess of 8hrs 7th day of the week or local holiday for (SGT400) SGT - Siemens Gas Turbines	50	504.00	302.40	63,554.40	25,200.00
21c	Field Service Technician Onshore Hourly Rates in excess of 8hrs 7th day of the week or local holiday for (SGT400) SGT - Siemens Gas Turbines	50	456.00	273.60	57,501.60	22,800.00
24	Alternator OEM Specialist Engineer (10 hr-Manday)	30	2,941.00	1,764.60	370,860.10	88,230.00
25	Gearbox OEM Specialist Engineer (10 hr-Mandays)	30	2,941.00	1,764.60	370,860.10	88,230.00
26	SUPPLY OF Siemens SPARES	Lot	4,500,000.00	2,700,000.00	567,450,000.00	4,500,000.00
27	Trainings and seminars (Total lot for the 2 yr contract)	Lot	500,000.00	300,000.00	63,050,000.00	500,000.00
28	TOTAL					27,945,340.00

PROVISION OF MAINTENANCE SERVICES FOR SIEMENS TURBINES, COMPRESSORS AND ACCESSORIES IN SPDC

COMPANY ESTIMATE(RECIP COMPRESSORS)

	TWO YEARS CALL OFF ESTIMATE			USD60 - NGN40% SPLIT		
Item	Description	Estimated quantity	UNIT COST (USD)	(60%) USD	(40%)NGN	TOTAL COST (USD)
8	Dresser Rand Recip compressor Full Overhaul	4	600,000.00	360,000.00	75,660,000.00	2,400,000.00
9	Mob/Demob Out of Country specialist Engineer (Callout)	20	6,000.00	3,600.00	756,600.00	120,000.00
10	Mob/Demob Out of Country Field Service Supervisor	20	5,500.00	3,300.00	693,550.00	110,000.00
11	Mob/Demob Out of Country Field Service Technician	20	5,000.00	3,000.00	630,500.00	100,000.00
13a	Specialist Engineer Onshore standard Rates for Dresser Rand recip compressors	150	971.00	582.60	122,443.10	145,650.00
13b	Controls Field Service Supervisor Onshore standard Rates for Dresser Recip Compressor	100	971.00	582.60	122,443.10	97,100.00
13c	Mechanical Field Service Onshore standard Rates for Dresser Rand Recip compressor.	150	940.00	564.00	118,534.00	141,000.00
15a	Mechanical Technician Onshore standard Rates for Dresser Rand Recip compressor.	50	812.00	487.20	102,393.20	40,600.00
15b	E&I Technician Onshore standard Rates for Dresser Rand Recip compressor.	50	812.00	487.20	102,393.20	40,600.00
26	SUPPLY OF SPARES	Lot	1,000,000.00	600,000.00	126,100,000.00	1,000,000.00
28	TOTAL					4,194,950.00

PROVISION OF MAINTENANCE SERVICES FOR SIEMENS TURBINES, COMPRESSORS AND ACCESSORIES IN SPDC
COMPANY ESTIMATE(CENTRIFUGAL COMPRESSOR BREAKDOWN)

	TWO YEARS CALL OFF ESTIMATE			USD60 - NGN40% SPLIT		
Item	Description	Estimated quantity	UNIT COST (USD)	(60%) USD	(40%)NGN	TOTAL COST (USD)
6	Siemens Turbo compressor bundle change out (Full overhaul)	6	1,600,000.00	960,000.00	201,760,000.00	9,600,000.00
7	Dresser Rand Datum compressor bundle change out (Full Overhaul)	3	1,600,000.00	960,000.00	201,760,000.00	4,800,000.00
9	Mob/Demob Out of Country specialist Engineer (Callout)	25	6,000.00	3,600.00	756,600.00	150,000.00
10	Mob/Demob Out of Country Field Service Supervisor	25	5,500.00	3,300.00	693,550.00	137,500.00
11	Mob/Demob Out of Country Field Service Technician	25	5,000.00	3,000.00	630,500.00	125,000.00
13a	Specialist Engineer Onshore 5-days a week Rates based on 8hrs for Siemens Turbo Compressor	150	1,888.00	1,132.80	238,076.80	283,200.00
13b	Field Service Supervisor Onshore 5-days a week Rates based on 8hrs for Siemens Turbo Compressor	150	1,453.00	871.80	183,223.30	217,950.00
13c	Field Service Technician Onshore 5-days a week Rates based on 8hrs Siemens Turbo Compressor	150	1,299.00	779.40	163,803.90	194,850.00
15a	Specialist Engineer Onshore 6th day of the week Rates based on 8hrs for Siemens Turbo Compressor	50	2,550.00	1,530.00	321,555.00	127,500.00
15b	Field Service Supervisor Onshore 6th day of the week Rates based on 8hrs for Siemens Turbo Compressor	50	1,962.00	1,177.20	247,408.20	98,100.00
15c	Field Service Technician Onshore 6th day of the week Rates based on 8hrs Siemens Turbo Compressor	50	1,753.00	1,051.80	221,053.30	87,650.00
17a	Specialist Engineer Onshore 7th day of the week or local holiday Rates based on 8hrs for Siemens Turbo Compressor	50	3,588.00	2,152.80	452,446.80	179,400.00
17b	Field Service Supervisor Onshore 7th day of the week or local holiday Rates based on 8hrs for Siemens Turbo Compressor	50	2,760.00	1,656.00	348,036.00	138,000.00
17c	Field Service Technician Onshore 7th day of the week or local holiday Rates based on 8hrs Siemens Turbo Compressor	50	2,460.00	1,476.00	310,206.00	123,000.00
18a	Specialist Engineer Offshore 7th day of the week or local holiday Rates based on 12hrs for Siemens Turbo Compressor	50	3,823.00	2,293.80	482,080.30	191,150.00
18b	Field Service Supervisor Offshore 7th day of the week or local holiday Rates based on 12hrs for Siemens Turbo Compressor	50	2,941.00	1,764.60	370,860.10	147,050.00
18c	Field Service Technician Offshore 7th day of week or local holiday Rates based on 12hrs Siemens Turbo Compressor	50	2,628.00	1,576.80	331,390.80	131,400.00
20a	Specialist Engineer Onshore Hourly Rates in excess of 8hrs 6-days a week for Siemens Turbo Compressor	50	319.00	191.40	40,225.90	15,950.00
20b	Field Service Supervisor Onshore Hourly Rates in excess of 8hrs 6-days a week for Siemens Turbo Compressor	50	245.00	147.00	30,894.50	12,250.00
20c	Field Service Technician Onshore Hourly Rates in excess of 8hrs 6-days a week for Siemens Turbo Compressor	50	220.00	132.00	27,742.00	11,000.00
22a	Specialist Engineer Onshore Hourly Rates in excess of 8hrs 7th day of the week or local holiday for Siemens Turbo Compressor	50	561.00	336.60	70,742.10	28,050.00
22b	Field Service Supervisor Onshore Hourly Rates in excess of 8hrs 6-days a week for Siemens Turbo Compressor	50	432.00	259.20	54,475.20	21,600.00
22c	Field Service Technician Onshore Hourly Rates in excess of 8hrs 7th day of the week or local holiday for Siemens Turbo Compressorr	50	386.00	231.60	48,674.60	19,300.00
23a	Specialist Engineer Offshore Hourly Rates in excess of 12hrs 7th day of the week or local holiday for Siemens Turbo Compressor	50	431.00	258.60	54,349.10	21,550.00
23b	Field Service Supervisor Offshore Hourly Rates in excess of 12hrs 7th day of the week or local holiday for Siemens Turbo Compressor	50	332.00	199.20	41,865.20	16,600.00
23c	Field Service Technician Offshore Hourly Rates in excess of 8hrs 7th day of the week or local holiday for Siemens Turbo Compressor	50	296.00	177.60	37,325.60	14,800.00
25	Gearbox OEM Specialist Engineer (10 hr-Mandays)	40	2,941.00	1,764.60	370,860.10	117,640.00

26	SUPPLY OF Siemens SPARES	Lot	2,600,000.00	1,560,000.00	327,860,000.00	2,600,000.00
27	Trainings and seminars (Total lot for the 2 yr contract)	Lot	400,000.00	240,000.00	50,440,000.00	400,000.00
28	TOTAL					20,010,490.00

TENDER BOARD CLOSE OUT OF DIRECTIVES TEMPLATE

MEETING REF: (e.g. SPDC_SCCT/ MTB_16_18_ (1- depending on your item no.)			
S/N	**Directives**	**Close out Actions**	**Section /Attachments**
1	Develop a Technical Evaluation Criteria (TEC) that would clearly demonstrate how the bidders' capability would be assessed given that the bidders are new companies and there's no information on their work experience in Nigeria.	Updated page 3	Attachment 1
2	Cost modelling section on Page 5 should be updated.	Updated using monthly booking rate of N315.25/$	
3	Develop a plan to address the maintenance of any new compressors if this strategy to potentially use non-OEM companies is to be adopted	This was discussed with the GCM, RE engineers at the centre and the TA. All ISPs with whom we have EFAs are technically approved by the discipline engineering team, all on TAMAP and can deliver aftermarket services if new Compressors are introduced.	Attachment 4 GCM confirmation
4	Provide the full breakdown of the company estimate to the board; it should be split up into three – turbines, centrifugal compressors and reciprocating compressors.	CE split into 3 as directed	Attachment 5
5			
6			
7			

Note: kindly, use this template to provide information on the close out of your directives. The box contains samples.