



THE SHELL PETROLEUM DEVELOPMENT COMPANY OF NIGERIA LIMITED

MAJOR CONTRACTS BOARD SUBMISSION

Confidential

Part B – Contract Award

Date: 09/03/2022

Category	Safety and Environment	Contract ID:	CW526264 (formerly NG01017151)
Contract Title:	Provision of Professional Safety and Environmental Support Services		
HSE Mode & Risk	Medium & Mode-1		
Agenda Item	(TB secretary to complete)		
Proposed Authorized Contract Value (ACV)	NGN 23,149,614,949.84	Segmentation (Click here to access tool)	Operational
Proposed expenditure while pending NAPIMS approval	NGN 2,789,516,925.68		
Start & End dates	01/06/2022 – 31/05/2025	Duration	3yrs
		Extension options	1yr

PURPOSE

To seek approval from MCB as follows:

- Revise the number of split awards from 10 contracts to 8 contracts based on the outcome of Joint technical (NAPIMS, SPDC & NCDMB) and negotiation with vendors and in alignment with NAPIMS steers (Attachment 14).
- Award subject contracts to the following bidders at the negotiated rates representing 93.72% of the revised ECV as follows:

S/N	Vendor	% split	Total ACV (NGN) 3 years firm	Total ACV (NGN) 1 year extension option	Total ACV (NGN) 4 years	LDL ACV (NGN) (6 Months)
1	DIAMOND TECH CO. LTD	12.50	2,122,330,662.72	771,371,206.02	2,893,701,868.73	348,689,615.71
2	PRIME ATLANTIC SAFETY SERV (Formerly Falck Prime Atlantic Ltd.)	12.50	2,122,330,662.72	771,371,206.02	2,893,701,868.73	348,689,615.71
3	NAT. ENGR. & TECH. CO. LTD. (NETCO)	12.50	2,122,330,662.72	771,371,206.02	2,893,701,868.73	348,689,615.71
4	AVIAM OFFSHORE ENGR CO. LTD.	12.50	2,122,330,662.72	771,371,206.02	2,893,701,868.73	348,689,615.71
5	ATLAS INTL ENGR SERVS NIG LTD	12.50	2,122,330,662.72	771,371,206.02	2,893,701,868.73	348,689,615.71
6	ELVIMEX NIG. LTD	12.50	2,122,330,662.72	771,371,206.02	2,893,701,868.73	348,689,615.71
7	KAY GLOBAL LTD.	12.50	2,122,330,662.72	771,371,206.02	2,893,701,868.73	348,689,615.71
8	ADROIT INVESTMENT LTD	12.50	2,122,330,662.72	771,371,206.02	2,893,701,868.73	348,689,615.71
			16,978,645,301.76	6,170,969,648.16	23,149,614,949.84	2,789,516,925.68

- Execute Interim Agreements with the eight (8) bidders at a combined LDL value of NGN 2,789,516,925.68 for a period of 6 months pending NAPIMS formal approval and subject to LDL approval.

Stakeholders Endorsement:

	Senior Procurement Manager (SPM)	Contract Owner
	Reviewed and approved for MCB 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: Finance [Wole Ilesanmi] - 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) HSSE [Ibidoja Karol] - HSSE consideration and requirements are met
Signature		
Name	Annelien Herringer	Ann Udofia
Date		

Approval

	MCB Chairman
Signature	DocuSigned by: Afolabi Ojo EAB0C51D66F148F...
Name	
Date	

Declaration:

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Major Contracts Board Submission

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: CONFORMANCE TO CONTRACT PLAN (PART A)

APPROVAL REFERENCES

Tender Activity	Approval Date
MCB Approval of strategy Part A1	27/09/2013
NAPIMS approval of strategy and advertisement	09/01/2014
MCB Approval of strategy Part A1 Addendum 01	14/12/2018
NAPIMS approval of revised strategy and advertisement	04/04/2019
MCB Approval of strategy Part A1 Addendum 02	17/04/2019
NAPIMS Approval of Technical	27/06/2019
NCDMB Technical Report	18/02/2020
Technical Bids evaluation concluded and aligned with NAPIMS	21/02/2020
Line/CP Approval of Technical Evaluation	03/03/2020
NAPIMS approval of technical result	19/05/2020
Commercial Bids evaluation concluded and aligned with NAPIMS	25/11/2020
NCDMB Commercial Report	07/12/2020

BACKGROUND

The contract strategy was approved by SPDC and NAPIMS on 27/09/2013 and 09/01/2014 respectively. **Ref Attachment 1 & 2.** An Addendum 01 to Part A1 was approved by SPDC on 14/12/2018 for additional scope and revised NAPIMS strategy approval was obtained on 04/04/2019. **Ref Attachment 3&4.** An Addendum 02 to Part A1 for update to the NJQS product category, based on NAPIMS steer, was approved by SPDC on 17/04/2019. **Ref Attachment 5**

NAPIMS Approval of Bidders List and Technical & Commercial ITT was received 18/10/2019. Technical and Commercial ITT was published to one hundred and twenty-three (123) bidders on 29/11/2019 in NipeX with bid closing date of 27/12/2019. Technical Evaluation Criteria (TEC) was approved by NAPIMS in NipeX on 20/01/2020. The joint (SPDC/NAPIMS) Technical evaluation was finalized on 21/02/2020. A total of fourteen (14) bidders passed the joint NAPIMS & SPDC technical evaluation (desktop verification), while thirty-seven (37) complied with NCDMB requirements. **Ref Attachment 6 & 7.** However, only fourteen (14) bidders qualified to progress to commercial stage having passed both the joint NAPIMS & SPDC technical evaluation (desktop verification) and complied with NCDMB requirement. Line/CP Approval of Technical Evaluation was obtained on 03/03/2020. **Ref Attachment 8**

The Commercial bids of the fourteen (14) Technically qualified bidders were opened and downloaded from NipeX on 12/08/2020. Commercial evaluation was completed and finally reconciled and signed off with NAPIMS on 23/11/2020. NCDMB Commercial Evaluation report was received on 07/12/2020. Post tender negotiations were concluded on the 31st of August 2021.

Status of Directives from Previous MCB Presentation

The paper was first presented to the MCB on 25th October 2021. Below is the status of directives given by the MCB:

S/N	Directive	Status
1	Team to revert to the Board with a pure service contract that is reviewed and supported by Charles Oranyeli and John Okung	Completed. Contract has been converted to a pure service contract and reviewed okay by Charles Oranyeli (Supply Chain Excellence Manager) and Sam Okonkwo (Resourcing Lead Nigeria) See Attachment 21
2	Update summary table to reflect 14 not 9 bidders that passed Tech	Done
3	Expunge statement on Atlas Intl's request for 11.5% mark-up	Done

CHANGES FROM STRATEGY

- ✓ The contract was originally scheduled to commence in Q4 2019. However, because of delays encountered during the tendering process, the contract is now to commence in Q2 2022.
- ✓ The following changes are also proposed to align with the outcome of the commercial evaluation:
 - Revision of number of contract awards from 10 contracts to 8 contracts
 - Revision of award split ratio from an equal 10% split for 10 contracts to an equal 12.5% for 8 contracts. This is based on the outcome of the joint technical (NAPIMS, SPDC & NCDMB) and negotiation with vendors and in alignment with NAPIMS steers (Attachment 14).

SUMMARY OF VALUE CONTRIBUTION

	Benefit	Losses
Safety	N/A	N/A
Production – Oil ('000 b/d)	N/A	N/A
Production – Gas (mscf/d)	N/A	N/A
Reserves (mboe/d)	N/A	N/A
Flares reductions (mscf/d)	N/A	N/A
Cost Avoidance	NGN 1,550,513,631.99	

Savings recorded:

Company estimate	Total Award Value	Value Improvement
NGN 24,700,128,581.83	NGN 23,149,614,949.84	NGN 1,550,513,631.99

SECTION B: RESULTS AGAINST AGREED CRITERIA**TECHNICAL EVALUATION****Table A1- Summary of Technical Evaluation Results**

S/N	RECOMMENDED BIDDERS	TECH. EVAL. SCORE %	NCDMB TECH RESULT	VENDOR IDD STATUS AS AT 03/03/2020	PREVAILING INFLUENCE AS AT 03/03/2020
1	DIAMOND TECH CO. LTD	82.60	COMPLIED	GREEN – 25/09/2020	Mode 1
2	ELVIMEX NIG. LTD	82.10	COMPLIED	AMBER	Mode 1
3	LUFOR TECH LIMITED	80.50	COMPLIED	GREEN – 11/12/2020	Mode 1
4	ADROIT INVESTMENT LTD	80.00	COMPLIED	GREEN – 18/02/2021	Mode 1
5	KAY GLOBAL LTD.	74.20	COMPLIED	GREEN – 12/03/2021	Mode 1
6	B2 OIL AND GAS PROJECT LTD.	71.00	COMPLIED	GREEN – 30/04/2021	Mode 1
7	PRIME ATLANTIC SAFETY SERV (FORMERLY FALCK PRIME ATLANTIC LTD.)	69.70	COMPLIED	AMBER - EXPIRED	Mode 1
8	LASER ENG & RESOURCES CONSULTANTS LTD	66.80	COMPLIED	GREEN – 28/06/2020	Mode 1
9	NAT. ENGR. & TECH. CO. LTD. (NETCO)	63.70	COMPLIED	GREEN – 18/07/2020	Mode 1
10	MCCXEN LIMITED	62.00	COMPLIED	GREEN – 01/01/2020	Mode 1
11	BASIC NIG. TECH LTD.	61.80	COMPLIED	AMBER EXPIRED	Mode 1
12	AVIAM OFFSHORE ENGR CO. LTD.	60.40	COMPLIED	NOT IDD SCREENED	Mode 1
13	MONICA ENGR SERVS LIMITED	60.10	COMPLIED	NOT IDD SCREENED	Mode 1
14	ATLAS INTL ENGR SERVS NIG LTD	60.00	COMPLIED	GREEN – 31/07/2021	Mode 1

COMMERCIAL EVALUATION

The Commercial bids of the fourteen (14) technically qualified bidders were opened and downloaded from NipeX on 12/08/2020. Commercial evaluation was completed and finally reconciled and signed off with NAPIMS on 23/11/2020. Ref **Attachment 11 a & b**. From the commercial evaluation, the following were observed:

- Thirteen bidders (13) bidders submitted bids that ranged from 90.27% - 121.25% of company estimate.
- One bidder-Laser Engr & Res. Cons Ltd submitted incomplete bid and was disqualified in line with the contracting and procurement manual (CP-M).
- The first three (3) and 10th lowest bidders (Lufor Tech Ltd, McCXEN Limited, Monica Engr Servs. Ltd and B2 Oil & Gas Proj Ltd) did not comply with NC requirements as evaluated by NCDMB. **Diamond Technical Limited** therefore becomes the lowest bidder that complied with NCDMB.
- Nine (9) bidders out of the fourteen (14) bidders complied with NCDMB Commercial report (**Ref Attachment 12**) and are qualified for award consideration. NCDMB commercial report was obtained on 07/12/2020.
- The approved strategy was to award ten (10) contracts to the ten (10) lowest bidders at negotiated rates benchmarked against the lowest bidder's rates. This proposal seeks to amend this strategy from award of 10 contracts to award of 8 contracts based on the outcome of the commercial evaluation result and negotiation with vendors.
- The commercial result from the joint SPDC/NAPIMS evaluation is as follows:

S/N		Quote (NGN)	% of ECV	Comment	NCDMB Commercial Result
	Company Estimate	24,700,128,581.83	100.00%		
1.	LUFOR TECH LTD	22,297,462,168.87	90.27%	1 st	Did not Comply
2.	McCXEN LIMITED	22,306,891,220.47	90.31%	2 nd	Did not Comply
3.	MONICA ENGR SERVS. LTD.	22,416,359,956.38	90.75%	3 rd	Did not Comply
4.	DIAMOND TECH CO. LTD	23,577,836,105.04	95.46%	4 th	Complied
5.	ELVIMEX NIG. LTD	23,839,720,546.25	96.52%	5 th	Complied
6.	KAY GLOBAL LTD.	24,211,377,259.11	98.02%	6 th	Complied
7.	ADROIT INVESTMENT LTD	24,283,857,484.46	98.31%	7 th	Complied
8.	PRIME ATLANTIC SAFETY SERV (Formerly Falck Prime Atlantic Ltd.)	24,717,390,602.75	100.07%	8 th	Complied
9.	BASIC NIG. TECH LTD.	26,079,708,969.57	105.59%	9 th	Complied
10.	B2 OIL & GAS PROJ LTD.	26,755,336,137.47	108.32%	10 th	Did not Comply
11.	NAT. ENGR. & TECH. CO. LTD. (NETCO)	26,910,203,432.12	108.95%	11 th	Complied
12.	AVIAM OFFSHORE ENGR CO. LTD.	27,226,304,053.55	110.23%	12 th	Complied
13.	ATLAS INTL ENGR SERVS NIG LTD	29,949,407,926.39	121.25%	13 th	Complied
14.	LASER ENGR & RES. CONS LTD	23,456,275,840.22		14 th	Disqualified due to incomplete bid. Did not quote for HUET/BOSIET Training for year 3

Post Tender negotiation:

In line with the strategy approval, negotiation was held with the lowest bidders that complied with NCDMB report as follows:

- Negotiation was held with the bidders using the overall lowest bidder rates as benchmark for defining negotiation parameters. Only five (5) out of the nine vendors accepted SPDC's offer while the other four (4) bidders rejected the offer. **Ref Attachment 13 a & b**
- Engagement was held with NAPIMS based on the outcome of the negotiation. NAPIMS steered that negotiation parameters should be benchmarked with the lowest valid bidder - in line with NCDMB compliance report - and not the lowest bidder by value. **Ref Attachment 14**. Consequently, negotiation was held with Diamond Technical Limited who is the lowest bidder that complied with NCDMB commercial report and had earlier rejected the original offer. The negotiation resulted in a revised total quote of NGN23,149,614,949.87, representing 93.72% of company estimate. **Ref Attachment 15**.

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- The negotiated quote was offered to the other four (4) bidders who had rejected the initial offer and they accepted. **Ref Attachment 16.**
- In line with the contracting procedure, revalidation of offer was held with the five bidders that initially accepted SPDC's offer because their offer was over 6 months. During the revalidation, they stated their misunderstanding of the application of taxes and other statutory deductions on the contract and consequently withdrew the earlier acceptance of SPDC's offer. The new baseline rates negotiated with Diamond Technical (and accepted by 4 others) were offered to these 5 bidders. Four (4) of them accepted while one, Basic Nig. Tech Ltd., rejected with a counteroffer of a total quote of NGN24,839,682,282.29. **Ref Attachment 17**

Table 1: Outcome of negotiation

S/N	Vendor	Vendor's Initial quote (NGN)	Negotiated quote (NGN)	% of ECV	Comment
	Company Estimate	24,700,128,581.83		100.00%	
1.	Diamond Tech Co. Ltd	23,577,836,105.04	23,149,614,949.87	93.72%	Accepted negotiated quote
2.	Elvimex Nig. Ltd	23,839,720,546.25	23,149,614,949.87	93.72%	Accepted negotiated quote
3.	Kay Global Ltd.	24,211,377,259.11	23,149,614,949.87	93.72%	Accepted negotiated quote
4.	Adroit Investment Ltd	24,283,857,484.46	23,149,614,949.87	93.72%	Accepted negotiated quote
5.	Prime Atlantic Safety Services (Formerly Falck Prime Atlantic Ltd.)	24,717,390,602.75	23,149,614,949.87	93.72%	Accepted negotiated quote
6.	Basic Nig. Tech Ltd.	26,079,708,969.57	24,839,682,282.29	100.56%	Rejected negotiated quote and made a counteroffer of 19.5% markup
7.	Nat. Engr. & Tech. Co. Ltd. (NETCO)	26,910,203,432.12	23,149,614,949.87	93.72%	Accepted negotiated quote
8.	Aviam Offshore Engr Co. Ltd.	27,226,304,053.55	23,149,614,949.87	93.72%	Accepted negotiated quote
9.	Atlas Intl Engr Servs Nig Ltd	29,837,124,085.65	23,149,614,949.87	93.72%	Accepted negotiated quote

BASIS OF AWARD & RECOMMENDATION

Award is made based on the negotiated quote.

AWARD ACV PER VENDOR

S/N	Vendor	% split	ACV (NGN) 3 years firm	ACV (NGN) 1 year extension option	Total ACV (NGN) 4 years	LDL ACV (NGN) (6 Months)
1	Diamond Tech Co. Ltd	12.50	2,122,330,662.72	771,371,206.02	2,893,701,868.73	348,689,615.71
2	Elvimex Nig. Ltd	12.50	2,122,330,662.72	771,371,206.02	2,893,701,868.73	348,689,615.71
3	Kay Global Ltd.	12.50	2,122,330,662.72	771,371,206.02	2,893,701,868.73	348,689,615.71
4	Adroit Investment Ltd	12.50	2,122,330,662.72	771,371,206.02	2,893,701,868.73	348,689,615.71
5	Prime Atlantic Safety Serv (Formerly Falck Prime Atlantic Ltd.)	12.50	2,122,330,662.72	771,371,206.02	2,893,701,868.73	348,689,615.71
6	Nat. Engr. & Tech. Co. Ltd. (Netco)	12.50	2,122,330,662.72	771,371,206.02	2,893,701,868.73	348,689,615.71
7	Aviam Offshore Engr Co. Ltd.	12.50	2,122,330,662.72	771,371,206.02	2,893,701,868.73	348,689,615.71
8	Atlas Intl Engr Servs Nig Ltd	12.50	2,122,330,662.72	771,371,206.02	2,893,701,868.73	348,689,615.71
			16,978,645,301.76	6,170,969,648.16	23,149,614,949.84	2,789,516,925.68

TRANSITION PLAN / COST OF IMPROVEMENTS (IF APPLICABLE)

Not applicable

APPROVED CONTRACT VALUE

The proposed total ACV for the eight (8) contracts for a period of 3 years + 1-year extension option based on the outcome of this tendering / negotiation exercise is **NGN 23,149,614,949.84** broken down as follows:

Table C1: Computation of Proposed ACV

S/N	Vendor	Total ACV (NGN) 4 years
1	DIAMOND TECH CO. LTD	2,893,701,868.73
2	ELVIMEX NIG. LTD	2,893,701,868.73
3	KAY GLOBAL LTD.	2,893,701,868.73
4	ADROIT INVESTMENT LTD	2,893,701,868.73
5	PRIME ATLANTIC SAFETY SERV (Formerly Falck Prime Atlantic Ltd.)	2,893,701,868.73
6	NAT. ENGR. & TECH. CO. LTD. (NETCO)	2,893,701,868.73
7	AVIAM OFFSHORE ENGR CO. LTD.	2,893,701,868.73
8	ATLAS INTL ENGR SERVS NIG LTD	2,893,701,868.73
		23,149,614,949.84

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Table C2: Interim Agreement ACV

S/N	Vendor	IDL ACV (NGN) (6 Months)
1	DIAMOND TECH CO. LTD	348,689,615.71
2	ELVIMEX NIG. LTD	348,689,615.71
3	KAY GLOBAL LTD.	348,689,615.71
4	ADROIT INVESTMENT LTD	348,689,615.71
5	PRIME ATLANTIC SAFETY SERV (Formerly Falck Prime Atlantic Ltd.)	348,689,615.71
6	NAT. ENGR. & TECH. CO. LTD. (NETCO)	348,689,615.71
7	AVIAM OFFSHORE ENGR CO. LTD.	348,689,615.71
8	ATLAS INTL ENGR SERVS NIG LTD	348,689,615.71
		2,789,516,925.68

COMPLIANCE TO MODEL TERMS & CONDITIONS

MCL based and localised standard terms and conditions were used for the specimen contract document attached to the commercial ITT. No issues were noted in the commercial bids of the bidders recommended for award.

GOVERNMENT INTERMEDIARY (GI) ELEMENT

GI elements present in work scope?	<input type="checkbox"/> YES	<input checked="" type="checkbox"/> NO
If yes, GI terms & conditions included in contract?	<input type="checkbox"/> YES	<input checked="" type="checkbox"/> NO

IDD STATUS

The IDD status of the recommended bidders is as follows:

S/N	Recommended Bidders	Vendor IDD Status as at 09/03/2022	Registration Status	Prevailing Influence
1	DIAMOND TECH CO. LTD	01/01/2999	Registered	Mode 1
2	ELVIMEX NIG. LTD	01/01/2999	Registered	Mode 1
3	ADROIT INVESTMENT LTD	01/01/2999	Registered	Mode 1
4	KAY GLOBAL LTD.	31/03/2024	Registered	Mode 1
5	PRIME ATLANTIC SAFETY SERV (Formerly Falck Prime Atlantic Ltd.)	IDD Cleared	Registered	Mode 1
6	NAT. ENGR. & TECH. CO. LTD. (NETCO)	01/01/2999	Registered	Mode 1
7	AVIAM OFFSHORE ENGR CO. LTD.	01/01/2999	Registered	Mode 1
8	ATLAS INTL ENGR SERVS NIG LTD	IDD Cleared	Registered	Mode 1

SECTION C: POST AWARD CONTRACT MANAGEMENT

KEY PERFORMANCE INDEX (KPI) (FROM PART A)

Business Objective	KPI	Measure	2021 Target	Frequency Measured
Goal Zero	Zero Fatality/No harm to people	0	0	Monthly
Compliance with IOGP rules	Applicable IOGP rules	%	100	Monthly
Timely payment of personnel service cost	Not later than 28 th of each month	%	100	Monthly
Compliance with Workers welfare Management plan	Workers Welfare Management Plan	%	100	Quarterly
Adherence to HSE plan	HSE plan	%	100	Quarterly

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CONTRACT MANAGEMENT PLAN (CMP)																																										
Not applicable																																										
HSE PLAN																																										
Contract HSE plan, worker welfare management plan and HSE capability assessment will be finalised and signed off before contract activation																																										
NIGERIAN CONTENT EXECUTION PLAN																																										
<p>a. Applicable NOGICD Act - Schedule target(s), current in country capacity and plan to close gap if any.</p> <p><i>Table below illustrates required information for this section.</i></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <th style="width: 25%;">*Work Category</th> <th style="width: 10%;">Schedule Target</th> <th style="width: 15%;">Current In- Country Capacity</th> <th style="width: 15%;">Measurement Metrics</th> <th style="width: 35%;">Proposed Action to close gaps</th> </tr> <tr> <td>Other supporting Services</td> <td>85%</td> <td>100%</td> <td>Spend</td> <td>N/A</td> </tr> </table> <p>*</p> <p>b. Nigeria Content Plan</p> <p>i. Research & Development Plan - N/A</p> <p>ii. Technology Transfer Plan - N/A</p> <p>iii. Training Plan</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <th style="width: 20%;">Training Type</th> <th style="width: 15%;">No of Trainees</th> <th style="width: 10%;">Total Man-hours</th> <th style="width: 55%;">Name / Level of Certification</th> </tr> <tr> <td>Operations HSE</td> <td>TBD</td> <td>1240</td> <td>Basic Production Fundamentals & Safety Case Operationalization. Incident investigation and use of Tripod Beta</td> </tr> <tr> <td>Projects HSE & Construction Safety</td> <td>TBD</td> <td>1240</td> <td>Construction & Contractor HSE Management.</td> </tr> <tr> <td>Technical Safety Engineering</td> <td>TBD</td> <td>1240</td> <td>Safety in design, HEMP studies and Reviews</td> </tr> <tr> <td>Environmental Management</td> <td>TBD</td> <td>1240</td> <td>Impact Assessment, Compliance, Environmental studies Reporting</td> </tr> <tr> <td>Behavioural based Safety management</td> <td>TBD</td> <td>1240</td> <td>Behavioural safety tools and High Impact facilitation skills</td> </tr> <tr> <td>HSE Business Planning, Systems and Assurance</td> <td>TBD</td> <td>1240</td> <td>Risk based Safety Auditing</td> </tr> </table> <p>c. Global Sustainable Sourcing plan (outline plan to utilise global sourcing opportunity to support attainment of Nigerian Content targets)</p>					*Work Category	Schedule Target	Current In- Country Capacity	Measurement Metrics	Proposed Action to close gaps	Other supporting Services	85%	100%	Spend	N/A	Training Type	No of Trainees	Total Man-hours	Name / Level of Certification	Operations HSE	TBD	1240	Basic Production Fundamentals & Safety Case Operationalization. Incident investigation and use of Tripod Beta	Projects HSE & Construction Safety	TBD	1240	Construction & Contractor HSE Management.	Technical Safety Engineering	TBD	1240	Safety in design, HEMP studies and Reviews	Environmental Management	TBD	1240	Impact Assessment, Compliance, Environmental studies Reporting	Behavioural based Safety management	TBD	1240	Behavioural safety tools and High Impact facilitation skills	HSE Business Planning, Systems and Assurance	TBD	1240	Risk based Safety Auditing
*Work Category	Schedule Target	Current In- Country Capacity	Measurement Metrics	Proposed Action to close gaps																																						
Other supporting Services	85%	100%	Spend	N/A																																						
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HSE Business Planning, Systems and Assurance	TBD	1240	Risk based Safety Auditing																																							
COMMUNITY CONTENT NIGER DELTA CONTENT EXECUTION PLAN																																										
These services are currently being provided in the Niger Delta areas. However, vendor shall be expected to source minimum of 10% skilled personnel, 70% unskilled & 20% semi-skilled from the respective host community.																																										
RISK ASSESSMENT																																										
1. Contract Risk Assessment:																																										
Risk Description	Likelihood (H / M / L)	Impact (H / M / L)	Mitigating Actions	Action Owner																																						
Deployment of inexperienced resources: Poor interpretation of Work Management procedure, industry policies, strategies and standards leading to unsafe systems of work and increased error enforcing activities/poor service delivery	L	M	Define basic competency requirement. Conduct a competence assurance exercise to verify contractor capability for service delivery. A good understanding of the business risks	CO/CH																																						

Offshore Movement (Field Visits): Flight /Helicopter transport Vessel onboarding	L	M	Obtain valid HUET/TBOSIET certificate. Ensure compliance to flight and relevant on/off boarding rules. Use appropriate PPEs while on board. Share learnings from incidents.	CH
Meetings and workshops: Long sitting, Job demands Inadequate venue (poor ventilation, emergency exit hampering, inadequate workspace, rest rooms)	M	M	Limit duration of continuous work - take breaks intermittently Use competent first aiders Clearly defined responsibilities Adequate sanitation Measures Comply with procedures for emergency evacuation Comply with workshop venue capacity requirement	CH
Movement to field locations (Road): Land Transport (Driving) Movement to field locations (Boat/Marine): Water Transport - Drowning	M	M	Use of Shell provided transportation Journey management plan; follow SPDC movement schedule/procedure Observe speed limit. DEP - Driver Education Program. No night driving, use approved routes, observe road signs Divers working condition -normal shift. Daily checks on vehicle Driver must be certified medically fit Daily toolbox meeting, Drugs/ Alcohol policy & Procedure. Journey management plan Quarter Master certification Quarter masters working condition Medical certificate of fitness for quarter master Swimming certificate Use of premobbed boat Daily checks of boat condition No night sailing Assess prevailing weather condition prior to journey Drugs/Alcohol policy & procedure Daily toolbox meetings No horse play while sailing and maintain adequate concentration	CH
Office based services (Workshop facilitation) Ergonomics Trips and Falls Repetitive Strain Injury Excessive heat or cold	M	M	Adopt safe work practices Deploy appropriate practices and provide ergonomically fit tools Use of effective and appropriate PPE Ensure adequate climatic control conditions in offices. Remove or relocate trip hazard. Share learnings from incidents. Provide ergonomically fit tools. Intensify Drop and Falls campaigns	CH

2. HSE Risk Assessment:Contract is Mode 1 Medium. See Contract HSE Risk Assessment -**Attachment 18**

ATTACHMENT:

1. Attachment-1- [MCB Approved Part-A](#)
2. Attachment-2- [NAPIMS Approval of Strategy](#)
3. Attachment 3 - [MCB Part A1 Addendum](#)
4. Attachment 4- [NAPIMS Approval of revised strategy](#)
5. Attachment 5- [MCB Part A1 Addendum 02](#)
6. Attachment-6- [SPDC + NAPIMS Signed Technical Evaluation Results](#)
7. Attachment-7- [NCDMB Approval of Technical Evaluation Results](#)
8. Attachment-8- [Approved Part-A2](#)
9. Attachment -9- [MOM for pretender meeting](#)
10. Attachment-10- [NAPIMS Approval of Technical Evaluation Results](#)
11. Attachment-11a- [NAPIMS Approval of Commercial Evaluation Results \(Joint Sign-Off\)](#)
12. Attachment-11b- [Summary of NAPIMS Approval of Commercial Evaluation Result](#)
13. Attachment 12- [NCDMB Approval of Commercial Evaluation Results](#)
14. Attachment 13 a – [Vendor's acceptance of initial offer](#)
15. Attachment 13 b – [Vendor's rejection of initial offer](#)
16. Attachment 14 – [MOM for NAPIMS engagement](#)
17. Attachment 15- [Negotiation MOM with Diamond Tech](#)
18. Attachment 16 – [Outcome of negotiation with other vendors](#)
19. Attachment 17a – [Negotiated quote](#)
20. Attachment 17b – [Negotiated quote based on counteroffer.](#)
21. Attachment-18- [Contract Risk Assessment](#)
22. Attachment-19- [IDD Clearance status](#)
23. Attachment 20- [Negotiated quote-Commercial Evaluation -pure service model](#)
24. Attachment 21- [Support from SC Excellence and HR Manager on pure service commercial template](#)