



## PROVISION OF MAINTENANCE ENGINEERING AND PROJECT SUPPORT SERVICES – MEPSS MINUTES OF MEETING (NAPIMS ASSET GROUP A and SNEPCo/SPDC)

Date: 8th November 2021

Venue: Virtual via Teams

Time: 1430hrs – 1600hrs

### Attendees:

#	NAPIMS
1	Ohia, Solomon
2	Gbenga Owolabi
3	Temitope Alli
4	Godday D. Odo
5	Tochukwu Chigbo
6	Ayotunde Awolope

#	SNEPCo/SPDC
7	Pius Okeadinma
8	Debo Ogunjimi
9	Ochuko Owede
10	Ambrose Omigie
11	Chioma Okpoechi
12	Kika Tasie-Amadi
13	Nasiru Gombe
14	Emmanuel Adesanya
15	Oyetomi Jaiyesimi

#	SNEPCo/SPDC Cont'd
16	Balogun Eyitayo
17	Omobolanle Giwa
18	Ikechukwu Nwaakweanwa
19	Daniel Adebola
20	Victory Eyiye
21	Hawa Ajilima-Illoma
22	Ugonma Iroaganachi
23	Brian Arodiogbu
24	MacDonald Mac-Pepple

### Meeting Objective

To seek clarity and alignment following receipt of letter on subject.

### Meeting Highlights

#### 1st Part of NAPIMS Letter

#	NAPIMS Letter	SNEPCo/SPDC's Interpretation	NAPIMS' Response
1	NAPIMS had earlier approved a strategy for the subject PSC tender via a letter NAP/2.13/PSC.F/21.062 dated March 01, 2021	Letter represents Strategy Approval Letter for combined PSC & JV MEPSS tender. Also, letter supersedes previous strategy approval letter	Aligned
2	In the spirit of Nigerian Upstream Cost Optimization Program (NUCOP) which is designed to improve tendering and contracting processes through consolidation to drive efficiency in projects execution and operations, PSC and JV have agreed to leverage on the ongoing PSC MEPSS tender currently at technical phase, merging the two (2) tenders to service the assets across SNEPCo and SPDC.	Both tenders will be merged into one (1) but categorized into two (2) major buckets; the JV and PS Contracts.	Aligned
3	The harmonization of the two (2) tenders will enhance open competitiveness and optimize time and cost	Info	Info

#### 2nd Part of NAPIMS Letter

#	NAPIMS Letter	SNEPCo/SPDC's Interpretation	NAPIMS' Response
1	The merger of both PSC and JV MEPSS tenders, harmonized scopes, and award on a multiple basis by leveraging on the ongoing SNEPCo/PSC MEPSS tender, currently at technical stage	The merged tender shall progress from the technical stage. The letter implies that JV MEPSS contract strategy is approved and a re-approval of the PSC MEPSS strategy, superseding previous approval. There will be a single tender but two (2) major buckets; the JV and PS Contracts	NAPIMS stated that the merged tender shall be re-advertised to the public.

2	Adoption of a single tender with the harmonized scopes for both PSC and JV which shall include but not be limited to the following: A. Facility Maintenance and Production Operations support services – Onshore and Offshore B. Onshore and Deepwater Engineering Services C. Project Management & Quality Mgt Services	Scopes harmonized for merged tender	Aligned
3	Approval of a revised contract strategy of open competitive tender on NipeX Portal using the double envelope functionality and issuance of the ITTs to the pre-qualified bidders under the relevant NipeX codes as at October 31, 2021	<ul style="list-style-type: none"> <li>Consider letter as revised contract strategy approval for merged tenders</li> <li>Use relevant product codes as provided</li> <li>Bidders must be registered in ANY of the categories as at October 31 2021 to participate in the tender.</li> <li>Where there are exceptions to this date, discussions will hold on case-by-case basis</li> <li>NipeX tender Process is Double Envelope Tender (DET)</li> </ul>	Aligned
4	<b>Award strategy of multiple of awards of twenty-eight (28) contracts for the Provision of Maintenance, Engineering and Project Support Services Contract (MEPSS) for SNEPCo Bonga FPSO and JV Assets on a call-out basis.</b>		
Category 1 (Facilities Maintenance & Operations Support)	<b>Award Strategy for Category 1: Facilities Maintenance &amp; Operations Support (SNEPCo)</b>	<p>Award 3 contracts for SNEPCo Offshore Facility Maintenance to the three (3) technically qualified lowest bidders, in an ACV split of 40% to the lowest bidder and 30% to the 2nd bidder and 30% to the 3rd lowest bidder</p> <p>Award 3 contracts for SNEPCo Offshore Operations Support to the three (3) technically qualified lowest bidders, in an ACV split of 45% to the lowest bidder and 35% to the 2nd bidder and 20% to the 3rd lowest bidder</p>	<p>Aligned</p> <p>Award structure is provided to clearly delineate SPDC Offshore &amp; Onshore Facility Operation support which was previously subsumed in PSC while retaining same number of contracts</p>
	<b>Award Strategy for Category 1: Facilities Maintenance &amp; Operations Support (SPDC)</b>	<p>Award 2 contracts for the SPDC Offshore Operations support to two(2) technically qualified bidders, in a 60% to the lowest bidder and 40% to the 2nd lowest bidder</p> <p>Award 2 contracts for the SPDC Onshore Facility Maintenance to two(2) technically qualified bidders, in a 60% to the lowest bidder and 40% to the 2nd lowest bidder</p> <p>Award 6 contracts for the SPDC Onshore Operations support to six(6) technically qualified lowest bidders, in an ACV split of 30% to the lowest bidder and 14% each to the remaining five(5) lowest bidders</p> <p>Award 2 contracts for the SPDC Integrated Onshore and Offshore Integrated Support (ILS) technically qualified bidders, in a 60% to the lowest bidder and 40% to the 2nd lowest bidder.</p>	



Cat 2 - Onshore and DW Engineering	Award Strategy for Category 2: Onshore and Deepwater Engineering Services (SNEPCo)	Award 3 contracts for SNEPCo Deepwater Engineering Services to the three (3) technically qualified lowest bidders, in an ACV split of 40% to the lowest bidder and 30% to the 2nd bidder and 30% to the 3rd lowest bidder	Aligned  For the JV, a typo was observed in the letter. "JV Production Operations Support Services Onshore" instead of "Offshore Engineering & Maintenance Services"
	Award Strategy for Category 2: Onshore and Deepwater Engineering Services (SPDC)	Award 3 contracts for the SPDC Offshore Engineering & Maintenance Services to the three (3) technically qualified bidders, in an ACV split of 45% to the lowest bidder and 35% to the 2nd lowest bidder and 20% to the 3rd lowest bidder.	
Cat 3 - Project & Quality Mgt Services	Award Strategy for Category 3: Project & Quality Management Services (SNEPCo)	<p>Award 2 contracts for SNEPCo Project Management Support to the two (2) technically qualified lowest bidders, in an ACV split of 60% to the lowest bidder and 40% to the 2nd bidder</p> <p>Award 2 contracts for SNEPCo QA/QC Consultancy, Quality Management Systems and Certification to the two (2) technically qualified lowest bidders, in an ACV split of 60% to the lowest bidder and 40% to the 2nd bidder</p>	Aligned
	Award Strategy for Category 3: Project & Quality Management Services (SPDC)	N/A	
5	Any bidder can tender across 3 categories and if a bidder is technically acceptable and evaluated to be the commercially lowest bidder in multiple categories, the tender shall only be awarded the contract package with the higher value and the other contract(s) awarded to the next lowest bidder(s).	Noted	Aligned
6	Contract duration will be for Five firm (5) years with an option of one (1) year extension	Noted	Aligned
7	Tendering schedule of six (6) months from submission of the Media Advert/contract strategy up to award recommendation as jointly reviewed and signed off	Considering the possibility of media re-advertisement, the tendering schedule may be delayed.	Aligned
8	Issuance of both Technical and Commercial ITT Packages via the NNPC NipeX portal using the bidders list as at October 31, 2021 but only the Commercial proposals of the successful bidders in the technical stage will be opened for evaluation	Noted	Aligned
9	Execution of activities should indicate either JV, PSC or both for cost reconciliation and other governance related issues	SNEPCo's understanding is that actual contracting would be treated separately (i.e., per JV and PSC and not both)	Aligned
10	Utilization of a Workorder (WO) structure to be subsumed from overall ceiling with WO duly endorsed from JV or PSC as applicable	The PSC and JV Contracts will be executed on a call-out basis	Aligned
11	Currency Split	The award shall be based on 60%NGN and 40% USD currency split	Aligned

The discussions on the integrated award strategy as indicated in the minutes reflects the understanding and interpretation of SNEPCo, SPDC, NAPIMS PSC and NAPIMS JV.

#### Actions/Resolutions

#	Action Description	When
1	SNEPCo/SPDC to set-up another meeting to review the Tender Plan and Basis of Award (to address instances of artificial low bids) with NAPIMS	ASAP

<b>NAPIMS</b>	<b>SNEPCo /SPDC</b>
Name: <u>OHIA Polunov</u>	Name: <u>OMIGIE AMBROSE</u>
Signature/Date: <u>[Signature] 30/11/2021</u>	Signature/Date: <u>[Signature] 30/11/21</u>

*\*All Resolutions are subject to NAPIMS and SNEPCo/SPDC Management approval\**