

Omanukwue, Odinaka M SPDC-REE/N/CU

From: Onabajo, Abiodun A SPDC-REE/N/CU
Sent: Tuesday, September 26, 2023 5:20 PM
To: Nkwocha, Onyewuchi C SNBO-PTC/O/UG
Cc: Oladesemola, Joel A SPDC-REE/N/CU; Aina, Olushola R SPDC-REE/N; Omanukwue, Odinaka M SPDC-REE/N/CU; Wamuo, Kelechi SPDC-REE/N/SM
Subject: FW: NOC120923A - PROCUREMENT OF COMPRESSOR,VERTIV,PI120-010PI120,119.8kW FOR SPDC

Hello Onyewuchi,

Here is feedback for the cost saving as per the subject.

Rgds,

Abiodun Onabajo | RE HVAC & Asset Integrity Manager.
Office Tel: +234 08070225361, Mobile Tel: +234 08070325361

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From: Udoh, Sunday SPDC-FIU/CGC <S.Udoh@shell.com>
Sent: Tuesday, September 26, 2023 11:15 AM
To: Wamuo, Kelechi SPDC-REE/N/SM <Kelechi.Wamuo@shell.com>
Cc: Oladesemola, Joel A SPDC-REE/N/CU <Joel.Oladesemola@shell.com>; Aina, Olushola R SPDC-REE/N <Olushola.Aina@shell.com>; Onabajo, Abiodun A SPDC-REE/N/CU <abiodun.onabajo@shell.com>
Subject: RE: NOC120923A - PROCUREMENT OF COMPRESSOR,VERTIV,PI120-010PI120,119.8kW FOR SPDC

Hi Kelechi,

Supported.

Best Regards,
Udoh, Sunday.
Finance Analyst, SPDC-(NGR-Real Estate/Finance/Medical/Legal).

From: Wamuo, Kelechi SPDC-REE/N/SM <Kelechi.Wamuo@shell.com>

Sent: Tuesday, 26 September 2023 09:06

To: Udoh, Sunday SPDC-FIU/CGC <S.Udoh@shell.com>

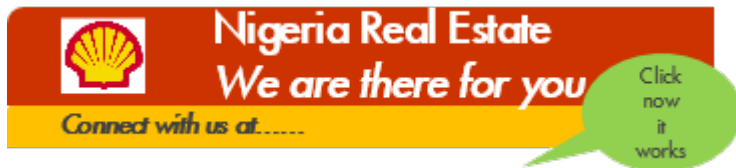
Cc: Oladesemola, Joel A SPDC-REE/N/CU <Joel.Oladesemola@shell.com>; Aina, Olushola R SPDC-REE/N <Olushola.Aina@shell.com>; Onabajo, Abiodun A SPDC-REE/N/CU <abiodun.onabajo@shell.com>

Subject: RE: NOC120923A - PROCUREMENT OF COMPRESSOR,VERTIV,PI120-010PI120,119.8kW FOR SPDC

Good morning Sir,

Kindly support to enable us proceed with banking on FIT4.

Engr. Wamuo, Kelechi Azu



servicenow

- ❖ [Nigeria Real Estate Self Service Portal](#)
- ❖ UJO-Nigeria-Customer-Services-155@shell.com.
- ❖ Escalation-NGRE-Services@shell.com
- ❖ [NGRE Website](#)



From: Onabajo, Abiodun A SPDC-REE/N/CU <abiodun.onabajo@shell.com>
Sent: Tuesday, September 26, 2023 8:25 AM
To: Wamuo, Kelechi SPDC-REE/N/SM <Kelechi.Wamuo@shell.com>
Cc: Oladesemola, Joel A SPDC-REE/N/CU <Joel.Oladesemola@shell.com>; Aina, Olushola R SPDC-REE/N <Olushola.Aina@shell.com>
Subject: RE: NOC120923A - PROCUREMENT OF COMPRESSOR,VERTIV,PI120-010PI120,119.8kW FOR SPDC

Hello Kelechi,

Pls handle this with Sunny.

Rgds,

Abiodun Onabajo | RE HVAC & Asset Integrity Manager.
Office Tel: +234 08070225361, Mobile Tel: +234 08070325361

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From: Nkwocha, Onyewuchi C SNBO-PTC/O/UG <Onyewuchi.Nkwocha@shell.com>
Sent: Tuesday, September 26, 2023 8:05 AM
To: Onabajo, Abiodun A SPDC-REE/N/CU <abiodun.onabajo@shell.com>
Subject: FW: NOC120923A - PROCUREMENT OF COMPRESSOR,VERTIV,PI120-010PI120,119.8kW FOR SPDC
Importance: High

Dear Abiodun,

Ref subject procurement, **PO 4510494709** has been issued at a total cost of **\$460,000.00** instead of **\$498,108.80**.

- Total savings of **\$38,108.80** was achieved after the negotiation with the OEM and vendor.

Kindly obtain your BFU support to enable us proceed with banking on FIT4.

Regards,

Onyewuchi.

From: Ajani, Olayide O SNEPCO-PTC/O/UG <olayide.ajani@shell.com>
Sent: Saturday, September 23, 2023 11:11 AM
To: Nkwocha, Onyewuchi C SNBO-PTC/O/UG <Onyewuchi.Nkwocha@shell.com>
Cc: Patrick-Oko, Oluwakemi A SNBO-PTC/O/U <O.Patrick-Oko@shell.com>
Subject: RE: NOC120923A - PROCUREMENT OF COMPRESSOR,VERTIV,PI120-010PI120,119.8kW FOR SPDC
Importance: High

Dear Onyewuchi,

Approved kindly ensure the savings are banked.

Brgds,
Layide

From: Nkwocha, Onyewuchi C SNBO-PTC/O/UG <Onyewuchi.Nkwocha@shell.com>
Sent: 22 September 2023 13:57
To: Ajani, Olayide O SNEPCO-PTC/O/UG <olayide.ajani@shell.com>
Subject: NOC120923A - PROCUREMENT OF COMPRESSOR,VERTIV,PI120-010PI120,119.8kW FOR SPDC

CONFIDENTIAL

PROPOSAL – APPROVAL FOR AWARD OF PURCHASE ORDER

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Purchase Requisition No: 10782360/20.

Title: NOC120923A - PROCUREMENT OF COMPRESSOR,VERTIV,PI120-010PI120,119.8kW FOR SPDC pipelines

Vendor: PIMO-MAFUTA ENERGIES LIMITED

Type: Competitive Tender: NOC120923A - PROCUREMENT OF COMPRESSOR,VERTIV,PI120-010PI120,119.8kW FOR SPDC

Buyer: Onyewuchi Nkwocha

Supporting Documents:

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PURPOSE OF PROPOSAL:

To seek SC approval to award purchase order in favour of **PIMO-MAFUTA ENERGIES LIMITED** for the procurement of DX HVAC Units for PH Data center at a total FCA PO value of **\$460,000.00**

BACKGROUND

-
- Emergency PR10782360/20 is raised by the Utilities team (Kelechi Wamuo).
- The material is urgently required in PH Data center.
- Vendor is not blocked in SAP.
- Material is newly coded and has not been bought before.
- There are 6 in-country reps given by the OEM. Only 4 are registered with Shell which the vendor management team confirmed.
- Approval was received 13/09/2023 to use the 4 vendors and include Pimo-Mafuta Energies Limited whom the business nominated with one of the reps - Classig Oil & Gas Solution services Nig. Ltd to be in the tender because they technically worked with their team during the design for the Specification, type and model of equipment to be use.
- Company Estimate approval was obtained 15.09.2023
- Materials were not found available in our stores.
- 5 number of vendors are IDD cleared and were invited for the OLB event.
- RFQ was issued to IDD cleared vendors: 14/09/2023.
- Planned OLB date: 19/09/2023
- Actual OLB date: 19/09/2023
- *2 Vendors participated in the OLB out of 4 that were invited*
- *Strategy is to award to the lowest bidder per line item/overall best value/material availability and location.*
- **PIMO-MAFUTA ENERGIES LIMITED** came lowest.

- Negotiation with the OEM was initiated and it yielded savings amounting to **\$38,108.80** After a contrast with the CE and OEM's initial offer as shown in the commercial table below.
- The items have been proposed for award to **PIMO-MAFUTA ENERGIES LIMITED**.
- NCEC Certificate has been attached.
- *CCPA is not required because they are SPDC.*
- *Delivery shall be within 24 weeks upon receipt of Purchase order*
- *Vendors for award are IDD cleared. See below.*

Search report

Name: **Pimo-Mafuta Energies Nig. Ltd**

Country of incorporation: Nigeria

Export user: Akinlabi Daramola

Exported: 22 Sep 2023 at 12:32 PM

PROFILES

0

ALERTS

0

DOCUMENTS

0

COMMERCIALITY

- Company Estimate was based on OEM's offer and the applicable mark-up.
- Vendors total value is 92.35% of CE.
- Total value is F\$ 460,000.00.

	ExRt	Valid from	From	To	Direct Quotation
1	C	21.09.2023	USD	NGN	768.4341000000
2	C	20.09.2023	USD	NGN	771.2715000000
3	C	19.09.2023	USD	NGN	776.3322000000

Number	Item Name	Quantity	UOM	Dataflex Nigeria Limited		Classig Oil and Gas Support Services Limited		TOPTECH ENGINE LIMITED	
				Price	Extended Price	Price	Extended Price	Price	Ext
1.1	1002811754 - COMPRESSOR,VERTIV,PI120-010PI120,119.8kW	5	EA						
Totals									

COMPANY NAME:	PIMO-MAFUTA ENERGIES LIMITED
E-MAIL:	INFO@PIMOMAFUTA.COM
PHONE NUMBER:	8125182305
MARKUP % :	7.03%
DISCOUNT?	
APPLICABLE PO INCOTERM	FCA - FREE CARRIER

INPUT MARK-UP

INSTRUCTIONS

- DO NOT ALTER OR TAMPER THE FORMULAS IN THIS SH
- COMPLETE THE HEADER SECTION BEFORE PROCEEDING
- INPUT UNIT EX-WORKS COST, FREIGHT, INSURANCE, LC
- SAVE THIS SHEET AND FORWARD TO THE BUYER AFTER
- DO NOT CHANGE THE EXCHANGE RATE PROVIDED AS I

EXCHANGE RATE (1 USD)	
NGN	1.00
€	1.00
GBP	1.00

SAP CURRENCY RATES
Do not Tamper

S/N	MATERIAL	DESCRIPTION	UoM	QTY	EX-WORKS UNIT COST (\$)	UNIT MARK-UP (\$)	UNIT FCA COST (\$)	TOTAL FCA COST (\$)
						0.00	0.00	0.00
1		Liebert PI UNITS - PI with Variable Speed Compressor: Q355760-6	PCS	5	85,956.83	6,043.17	92,000.00	460,000.00
TOTAL						6,043.17		460,000.00

ITEM NO	PURCHASIN G GROUP	PR NO	PR ITEM NO	PR RELEASE DATE	REQUISITIONER	MATERIAL NO	DESCRIPTION PLUS MESC (IF APPLICABLE)	QTY	COY ESTIMATE USD	
									UNIT	TOTAL
001	4PD	10782360	020	11.07.2023	Kelechi Wamud	1002811754	COMPRESSOR,VERTIV,PI120-010PI120,119.8kW	5	99,621.76	498,1
TOTAL DDP TO SHELL WAREHOUSE in USD										498,1
PERCENTAGE OF COY ESTIMATE										
PIMO-MAFUTA ENERGIES LTD									LOWEST BID	

VALUE FOR MONEY

- Award price is a better deal gotten through tendering among OEM reps.

BUSINESS JUSTIFICATION & RISK

- Material is urgently required in PH Data center.

RECOMMENDATION

Award is therefore proposed to **PIMO-MAFUTA ENERGIES LIMITED** for the procurement of DX HVAC Units for PH Data center at a total FCA PO value of **\$460,000.00**

Award Recommended By	Approved By
----------------------	-------------

Onyewuchi Nkwocha

SC Procurement Specialist Asset Focal

Ref Ind :PTC/O/UG

Ajani, Olayide

SC Manager Procurement Ops Nigeria

Ref Ind : PTC/O/UG

Regards,

Onyewuchi Nkwocha

SC Procurement Specialist/Asset Focal point

Shell Nigeria Business Operations Ltd

NSC Building, Ikeja

Lagos, Nigeria

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Internet: www.shell.com



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