



Confidential

Part C – Variation Order No.01

Date: July 26 2021

Category	Medical	Contract ID:	CW422916
		SAP Contract No:	4610053427
Contract Title:	Provision of Dedicated COVID-19 Treatment Services		
HSE Mode & Risk	MODE 3 HIGH		
Contractor:	Reddington Multi-Specialist Hospital Ltd		
Segmentation (Click here to access tool)	Tactical		
Agenda Item			
	NGN (F\$)	Expiry Date	
Original ACV	NGN470,000,000.00 (F\$1,147,262.90)	31/08/2021	
Value of VO's approved to date	0.00	NA	
Current ACV	NGN470,000,000.00 (F\$1,147,262.90)	31/08/2021	
Value of commitments made to date	NGN329,000,000.00 (F\$803,084.01)	26/07/2021	
Value of this VO request	NGN470,000,000.00 (F\$1,147,262.90) <i>Note: Walk-away mandate value used which is subject to negotiation</i>	31/08/2022	
Requested new ACV	NGN940,000,000.00 (F\$2,294,525.80)		
Current level of NAPIMS approval	0.00	NA	
Proposed expenditure while pending NAPIMS approval	NGN940,000,000.00 (F\$2,294,525.80)	31/08/2021	

Ex rate – NGN409.66/

**OBJECTIVE OF THIS SUBMISSION IS TO OBTAIN APPROVAL FROM CC FOR:**

- Time extension of subject contract for an additional period of 12months effective from 01/09/2021
- Mandate to negotiate with vendor and to award an extension contract with contractor if mandate is met and without further recourse to the board. However, a part C addendum will be submitted to the board for update purposes only in the event that mandate is achieved as approved.

*Note: For confidentiality reasons mandate has been communicated by email to CC board members ahead of the meeting.*

**Stakeholder Endorsement:**

	Senior Procurement Manager (SPM)	Contract Owner
	Reviewed and approved for submission to CC/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: 1. Finance [Ede Bemigbo] - 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 [Esther Manufeme] - HSSE consideration and requirements are met.
Signature		
Name	Aboderin Yemi	Obinna Ezeji
Date		
<b>Approval:</b>		
<b>CC/MCB Chairman</b>		
Signature		

## SHELL NIGERIA EXPLORATION &amp; PRODUCTION COMPANY LIMITED

## Contracts Committee /Major Contracts Board Submission

Discussed by:

Enyi, Eric

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Name	
Date	

**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: CHANGES****REFERENCES & APPROVAL DATES FOR PREVIOUS APPROVALS**

17/07/2021 - Part B emergency contracting, and award approved by CC (attachment 1)  
 \*\*\*\*\* - Award recommendation transmitted to NAPIMS (attachment 2)  
 \*\*\*\*\* - SNEPCO CMT support for extension period and commercial approach (attachment 3)

**REASON FOR THIS VARIATION ORDER**

The current contract is due to expire by end of August 2021 and the SEPCIN leadership still deems it necessary to keep active all the Covid-19 combination of controls and management procedure. This contract contributes to the management of Covid-19 and includes Covid-19 testing and Hospital care (including intensive care) for impacted individuals.

**JUSTIFICATION**

Covid-19 still remains a pandemic despite the introduction of various vaccines to manage the impact. This contract is the only contract in SNEPCo that provides end to end Covid -19 management and the only contract in SNEPCO that provides hospital admission up to intensive care support for impacted staff. . So far the contract has provided 415 Covid tests ,11 Hospital admissions 2 ICU care and 34 home care for impacted staff

**FINANCIAL STATUS**

Original ACV (a)		Total value of all previous VOs (b)		Commitments to date		ACV for this VO (c)		Total value of all previous VOs + this VO/Original ACV (b+c)/a	
F\$	NGN	F\$	NGN	F\$	NGN	F\$	NGN	F\$ (%)	NGN (%)
1.03mln	423mln	0.00	0.00	803k	329mln				

**IMPACT OF THIS VO**

*This contract will help to assure continuous availability of the contract and acts as an assurance contract to support covid management*

**PRICING STRUCTURE FOR THIS VO**

The current approved contract value is N470,000,000.00 per year *Annual capitation fee is to cover 1000 persons. Capitation fee is the all- inclusive cost to ensure treatment for staff, spouses and dependents and this covers Testing and Hospitalisation and covers Lagos based Shell Staff and dependants . This will also include ICU care at no extra cost.*

The current price escalation clause

S/N	COVER	ESCALATION FEES
1	A total of 300 patients screened and tested for COVID-19 per year	N60,000.00 person after limit of 300 person
	A total of 100 person admitted to Isolation Center	N3,000,000.00 per person after limit of 100 person
	A total of 25 person HDU/ICU	N20,000,000.00 per person after limit of 25 person.

*Schedule of payment is as follows*

**70% paid at start of VO** | **20% after 6 months of VO** | **10% after 9 months of VO**

**Negotiation:**

Intention of the VO is to seek to negotiate all aspect of the price structure in line with the negotiation mandate emailed separately to the CC board to achieve an optimised rate. The pricing structure Post negotiation is expected to remain in the current format but with optimised conditions

## SECTION B: POST AWARD CONTRACT MANAGEMENT

### CONTRACTOR PERFORMANCE

Contractor performance under this contract including details of KPI's and review dates. Highlight any performance issues (including HSE management, NCD) and support required.

**Performance Assessment, rating based on Good/Adequate/Inadequate.**

**Good:** Fully satisfied expectations, met requirements without support; no identifiable improvements

**Adequate:** Generally satisfied expectation & met requirements but needed support to ensure required performance was achieved

**Inadequate:** Contractor standard of performance below that needed for repeat business; severe deficiencies in service performance

Management	Commercial	Technical	HSES	Overall

### CONTRACT MANAGEMENT

Highlight any contract management issues, e.g. training, documentation. HSE, NCD. List outstanding activities, action parties and target date. State dates and highlights of COR/BPR/CPCR or other contract compliance reviews.

### NIGERIAN CONTENT EXECUTION PLAN

Is performance according to Part B and contract? What recovery plan is being put in place to meet target?

	Work Category	Schedule Target	Contractor's obligation	Current performance status	Agreed actions including authorisation to import
Award recommendation	NA	NA	NA	NA	NA
Proposed variation	NA	NA	NA	NA	NA

### NIGER DELTA CONTENT /COMMUNITY CONTRACTING EXECUTION PLAN

Not applicable

### RISK MANAGEMENT

Insert latest Risk Assessment Matrix

Risk Description	Likelihood (H / M / L)	Impact (H / M / L)	Mitigating Actions	Action Owner
Evacuation of identified Shell Patient[s] to the Treatment Centre. (Third Party manages movement of patients) Land Transport Potential exposure to the COVID-19 Virus. Communication gap between patient & medical personnel Noisy environment Road and Weather conditions. Vehicle condition. Incompetent driver. Other road users (vehicles, pedestrians).	H	H	Use of vendor approved ambulance vehicle, Use of competent/fit to work driver. Adherence to the already established guidelines of the NCDC in transferring of a potential Covid 19 patient. Employ the use of competently experienced medical personnel. Ensure the use of appropriate P.P.E [Nose mask, Hand gloves] Adhere to vendor Journey management Plan (Use of approved routes where applicable) Procedure, PPE, Hearing Conservation Guide Driver(DEP)/vehicle certification, Daily vehicle checks Adhere to	CH

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			prescribed speed limit, driving rest periods and Adhere to company medical emergency requirements	
Testing and Diagnosis Exposure to the COVID-19 Virus. Exposure to bloodborne pathogens. Communication gap between patient & medical personnel Cuts from sharp tools [needles] Incompetent / exhausted medical personnel	H	H	Adherence to the already established guidelines of the NCDC. Ensure the use of appropriate P.P.E [Nose mask, Hand gloves] Employ the use of competently experienced medical personnel. Ensure regular breaks are taken with a back-up personnel on standby. Adhere to company medical emergency requirements.	CH
Treatment, inclusive of the Intensive Care where required Awkward, difficult or uncomfortable working conditions, improper manual handling Slippery surfaces, Uneven floor / plane Physically Demanding Task, Humidity, Work space, Ergonomics issues, Job demands, Repetitive Strains, Prolonged standing position, Temperature differentials Long & irregular hours Potential exposure to the COVID-19 Virus.	H	H	Adherence to the already established guidelines of the NCDC. Ensure the use of appropriate P.P.E [Nose mask, Hand gloves]. Ensure proper manual handling and effective work plan. Adherence to HSSE & SP Control Framework on Office Safety Procedure, PPE, Hearing Conservation Guide. Use competent and Fit to work personnel, Provide adequate warning signs Watch out for uneven plane surfaces, Take regular breaks Use handrails along stairways, Use proper clothing / foot wear Adopt flexible working hours Engage in Team building events Carry out staff Fitness To Work exercise Stress management awareness training. Apply First Aid treatment & Medevac where required.	
Discharge of Patients. Potential exposure to the COVID-19 Virus. Social stigma Psychological effect of being diagnosed	H	H	Protecting the identities of discharged patients. Psycho-social counselling to ensure no lingering psychological effects of being previously diagnosed. Adherence to the already established guidelines of the NCDC. Employ the use of competently experienced medical personnel. Ensure the use of appropriate P.P.E [Nose mask, Hand gloves] Procedure, PPE, Hearing Conservation Guide Adhere to company medical emergency requirements	

**GOAL ZERO CONTRACTOR HSSE REEQUIREMENTS**

Comment as appropriate on validity of applicable Goal Zero Contractor HSE assurance actions below: [Click here](#) for checklist.

- i) Risk Assessment – State: Remains valid at Mode 1/2/3 L/M/H Risk OR Reassessed at Mode 1/2/3 L/M/H Risk.
- ii) CH Appointment Letter – Confirm letter in place for correct CH per Omnicom/SAP –YES/NO.
- iii) HSE Capability Assessment – State: Not Applicable or Remains valid at Green/Amber Banding or Reassessed at Green/Amber banding and/ OR Improvement Plan attached.
- iv) Contract HSSE Action Plan OR HSSE Plan – State: Not required / Remains valid / Has been updated.

**ATTACHMENTS**

- IDD

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**Cleared Counterparties List (CCL)**

Please remember that only if your counterparty is cleared on the CCL at the same risk tier you are engaging them at, no further actions required. If your counterparty is cleared at a different risk tier you MUST check the [Due Diligence Determinator](#) if any further actions are required.

Counterparty Name: reddington

Screening reference: Search

Country of registration: Search

Tier: 4

Expiration Date (years): 2040

Comments: Search

Type of counterparty: Entity

Screening reference	Type of counterparty	Counterparty Name	Country of Registration	Tier	Expiration Date	Comments
42363	Entity	REDDINGTON MULTISPECIALIST HOSPITAL LIMITED	Nigeria	4	01/01/2040	

CMT support for option 2 proposed



Armoured Shield  
Renewal Review 202