



KL PETROGAS SDN BHD (1072705-W)

Our Ref : KLP/MMHE/RFQ-T&I/02/2019
Your Ref : MMHE/SCM-BID/OWF/19/0126
Date : 16/10/2019

MALAYSIA MARINE & HEAVY ENGINEERING SDN. BHD.

Commercial Services Department,
MMHE West, PLO 3,
Jalan Pekeliling, P.O. Box 77,
81700 Pasir Gudang, Johor, Malaysia

Email : nik.faiz@mmhe.com.my
Attn. : Mr. Nik Faiz Alzry Nik Mohammed Kamil

Dear Sir/Madam,

REQUEST FOR QUOTATION (RFQ)

TENDER NO. : MMHE/SCM-BID/OWF/19/0126
TENDER TITLE : PROVISION OF TRANSPORTATION & INSTALLATION FOR BUNDLE 4
OWF (OFFSHORE WELLHEAD FACILITIES) PROJECTS
SUBJECT : COMMERCIAL PROPOSAL COVER LETTER

As requested per your invitation request via e-mail dated 8/10/2019, here is the cover letter for the Commercial Proposal and please find attached herewith our Commercial Proposal for your further action.

Thank you.

Yours faithfully,
KL PETROGAS SDN BHD

AZALAINI BINTI AZIZ
Managing Director



SCHEDULE OF PRICE (SUMMARY)
TENDER TITLE: TRANSPORTATION & INSTALLATION FOR OWF (OFFSHORE WELLHEAD FACILITIES) PROJECTS : BUNDLE 4 OWF

Description	OWF 1	OWF 2	OWF 3	OWF 4	Remarks
TOPSIDE WEIGHT (MT)	249 MT	223 MT	591 MT	398 MT	Estimated Topside Weight
TOTAL SUB STRUCTURAL WEIGHT (MT)	1,481 MT	1,321 MT	1,805 MT	1,586 MT	Estimated Sub Structure Weight
TOTAL BRIDGE WEIGHT (MT) Bridge Size (27m length x 3.5m height x 2 m Width)	58 MT	58 MT	N/A	N/A	Estimated Bridge Weight
WATER DEPTH	~72 M water depth	~72 M water depth	~70 m water depth	~76 M water depth	
LOCATION	260km from Kerteh Terengganu	260km from Kerteh Terengganu	Approx 170 km from Kerteh, Terengganu	Approx 190 km from Kerteh, Terengganu	
PRICE SUMMARY (MYR) - Based on Appendix 1					
1 Proposed Offshore Duration (Days)	13.15	12.78	12.92	12.67	Bidder to fill in proposed duration (days)
2 Base Case Price for Individual OWF	RM42,362,212.75	RM42,362,212.75	RM44,426,823.38	RM42,362,212.75	Based on Appendix 1
Cost reduction / Discount	-RM10,000,000.00				Bidder to fill in cost reduction/discount amount in negative (-) value
2.1 For combined awards of each 2 OWF with Continuity Installation program (Single campaign)	-RM10,000,000.00				
Total Price for Combined Award for 2 OWF with Continuity Installation program (Single campaign)	RM74,724,425.49				RM76,789,036.13
Cost reduction / Discount	-RM30,000,000.00				Bidder to fill in cost reduction/discount amount in negative (-) value
3.1 For combined awards of all 4 OWF with Continuity Installation program (Single campaign)	-RM30,000,000.00				
Total Price for Combined Award for All 4 OWF with Continuity Installation program (Single campaign)	RM141,513,461.62				



 OCAS SDN BHD

Schedule of Price Remarks:

- a) Bidder shall submit any cost impact (if any) for the deviations/qualifications by completing the Form of Contractual Exceptions.
- b) Bid Validity for this tender shall be 365 days from the date of submission proposal.
- c) All prices shall be in Malaysian Ringgit (MYR) only. All prices, regardless of the currency, shall not be tied to the fluctuations of another currency. MMHE original Schedule of Prices (SOP) are based on Ringgit Malaysia (RM). Any fluctuation due to currency exchange rate, Bidder are not entitle to adjust the rate and price (if awarded). MMHE will not accept any notice from Bidder regarding above matter. All associated cost shall be under Bidder scope and cost.
- d) Bidder to remark additional line item if deemed necessary or Bidder to indicate "Not Available (N/a)" if above line item is not applicable to Bidder scope of work.
- e) Bidder shall ensure that the price quoted already consider for all the requirements and specification stated in the RFQ such as Term and Condition (special and general), Scope of Work and Procedure, relevant Technical Specifications, schedule and Standard drawings, Schedule of Price, MMHE HSE and Administration Procedure without any Exception and Deviation.
- f) MMHE not accept any Bidder Term and Condition or Term of Sale.
- g) Taxation: Malaysia Tax Law,
 - i) Bidder shall be responsible for his employee's tax liabilities and shall comply with the requirements of the Malaysian Government in this respect. All associated cost shall be under Bidder scope and cost.
 - ii) All Withholding tax, permits, and any charges shall under Bidder scope and cost. All associated cost shall be under Bidder scope and cost.

We, the undersigned Tenderer, having carefully examined the Tender Documents offer to perform the Work respectively named, shown, described and alluded to in or to be inferred from the Conditions of Contract an specifications to be executed and supplied on the part of the Tenderer, for the Work described above, in conformity with the tender requirements.


Aza Laini Binti Aziz



Name: AZA LAINI BINTI AZIZ

Date : 16 Oct. 2019

MALAYSIA MARINE AND HEAVY ENGINEERING SDN BHD

**APPENDIX 1: SCHEDULE OF PRICE
TENDER TITLE: TRANSPORTATION & INSTALLATION FOR OWF (OFFSHORE WELLHEAD FACILITIES) PROJECTS**

TRANSPORTATION WORKS

Item	Description	Vessel Name/Type/Class	OWF 2 Vessel Name/Type/Class	OWF 3 Vessel Name/Type/Class	OWF 4 Vessel Name/Type/Class
Vessel Proposed Name: Bidder to provide vessels name propose for the transportation work:	EOS 281/Miclyn Victory & Miclyn 258/Miclyn Orion				
TRANSPORTATION WORKS					
Item	Description	OWF 1 (MYR)	OWF 2 (MYR)	OWF 3 (MYR)	OWF 4 (MYR)
General Preliminaries including but not limited to Bank Guarantee for the Performance Bond, necessary insurance policies for the execution of the works, subcontract stamping fees, safety and quality assurance & control, etc.		1,605,000.00	1,605,000.00	1,605,000.00	1,605,000.00
Project Management allow for all dedicated full time, including overtime, management and supervision during execution of the work including management coordination, administration and supervision, planning scheduling and progress control together with all necessary support services and facilities.		1,754,800.00	1,754,800.00	1,842,540.00	1,754,800.00
Engineering including but not limited to design engineering, design calculation, documentations, procedures, drawings, manuals, etc.		350,960.00	350,960.00	368,503.00	350,960.00
Mobilisation & Demobilisation for Transportation Works		1,888,495.59	1,888,495.59	1,982,920.37	1,888,495.59
Transportation Works		4,120,540.98	4,120,540.98	4,326,568.03	4,120,540.98
MGO	-inclusive -				
Grillage (Optional with stand alone price) including Grillage engineering, material, fabrication and installation scope shall be under T&I Subcontractor	3,329,840.00	3,329,840.00	3,329,840.00	3,496,332.00	3,329,840.00
Seafastening (Optional with stand alone price) including material and pre-fabrication scope shall be under T&I Subcontractor. Installation works by welding at Pasir Gudang is under MMHE's scope of works	- No Quote -				
Total - Transportation Works (MYR)	13,049,636.58	13,049,636.58	13,621,868.41	13,049,636.58	13,049,636.58



MALAYSIA MARINE AND HEAVY ENGINEERING SDN BHD

**APPENDIX 1: SCHEDULE OF PRICE
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INSTALLATION WORKS					
Item	Description	Vessel Name/Type/Class	Vessel Name/Type/Class	Vessel Name/Type/Class	Vessel Name/Type/Class
Vessel Proposed Name: Bidder to provide vessel name propose for the Installation work:	TIMAS DLB 01	TIMAS DLB 01	TIMAS DLB 01	TIMAS DLB 01	TIMAS DLB 01
Item	Description	OWF 1 (MYR)	OWF 2 (MYR)	OWF 3 (MYR)	OWF 4 (MYR)
General Preliminaries including but not limited to Bank Guarantee for the Performance Bond, necessary insurance policies for the execution of the works, subcontract stamping fees, safety and quality assurance & control, etc.				- inclusive in Item (1) above -	
Project Management allow for all dedicated full time, including overtime, management and supervision during execution of the work including management coordination, administration and supervision, planning scheduling and progress control together with all necessary support services and facilities.				- inclusive in Item (2) above -	
Engineering including but not limited to design engineering, design calculation, documentations, procedures, drawings, manuals, etc.				- inclusive in Item (3) above -	
MGO	-inclusive -	-inclusive -	-inclusive -	-inclusive -	-inclusive -
Mobilisation & Demobilisation for Installation Works	13,026,236.50	13,026,236.50	13,677,548.32	13,026,236.50	13,026,236.50
Installation Works Inclusive pre installation survey (pre & post activities)	15,751,339.67	15,751,339.67	16,538,906.66	15,751,339.67	
Cost Impact for PETRONAS requirement Complying with Petronas Requirement (GPP05 GPP-05 Installation of Offshore Facilities, PG Boom, PPGLA Petronas Procedures and Guideline for Upstream Activities) as has been verified by an internationally recognized Third Party Surveyor	535,000.00	535,000.00	588,500.00	535,000.00	
Total Installation Works (MYR)	29,312,576.17	29,312,576.17	30,804,954.98	29,312,576.17	



MALAYSIA MARINE AND HEAVY ENGINEERING SDN BHD

**APPENDIX 1: SCHEDULE OF PRICE
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Item	SUMMARY	OWF 1 (MYR)	OWF 2 (MYR)	OWF 3 (MYR)	OWF 4 (MYR)
1	Total Cost : Transportation & Installation (T & I) Works (MYR)	42,362,212.75	42,362,212.75	44,426,823.38	42,362,212.75

Note:

- 1) BIDDER price shall inclusive of 3 days Weather downtime for each campaign.
- 2) The scope involves, but not limited to, Marine, Construction, Warranty, Technical Services, pre and post installation survey for Transportation and Installation of fabricated substrucures, topsides, bridges and appurtenances.
- 3) These shall include below scope but not limited to Pre-Installation Survey & Post-Installation Survey
- BIDDER will witness the onshore trial fit of stabbing guide at each raker piles & caisson. BIDDER is responsible to perform any alignment or levelling required offshore. BIDDER is responsible for all installation aids required in order to execute the job safely.
- 5) As a base case, only one string of conductor hang off is allow at any time. No batch driving is allowed.
- 6) All PTS requirement are waived except for PTS 18 series (HSE).



TENDER TITLE: TRANSPORTATION & INSTALLATION FOR OWF (OFFSHORE WELLHEAD FACILITIES) PROJECTS

APPENDIX 4: SCHEDULE OF RATE

Designation of price schedule items	UoM	Qty	Stand-by Rates Unit Price DAY (MYR)	Operational Rates Unit Price DAY (MYR)
1.0 MARINE SPREAD				
1.1 Transportation Barge/Tug				
1.1.1 Barge at quay	Nos	1	16,170.00	16,170.00
1.1.2 Tug at quay	Nos	1	43,890.00	43,890.00
1.1.3 Barge at Offshore	Nos	1	16,170.00	16,170.00
1.1.4 Tug at Offshore	Nos	1	43,890.00	43,890.00
1.2 Installation Vessel				
1.2.1 Derrick Lay Barge (DLB) - Including Marine Crew, Construction Crew, All Construction Equipment, AHT, and All Consumables (i.e MGO, Fresh Water & Lube Oil).	Nos	1	1,075,940.65	1,097,898.63
1.2.2 Dive Support Spread (DSV) - Including Marine Crew, Construction Crew, All Construction Equipment, R.O.V and All Consumables (i.e MGO, Fresh Water & Lube Oil).	Nos	1	588,588.00	600,600.00
1.2.3 Crew Boat (For Accommodation) - Including Marine Crew, Construction Crew, All Construction Equipment, and Consumables (i.e MGO, Fresh Water & Lube Oil).	Nos	1	44,822.54	45,737.29
1.2.4 Work Boat - Including Marine Crew, Construction Crew, All Construction Equipment, and Consumables (i.e MGO, Fresh Water & Lube Oil).	Nos	1	NA	NA
1.2.5 Supply Vessel - Including Marine Crew and All Consumables (i.e MGO, Fresh Water & Lube Oil).	Nos	1	114,424.22	116,759.41
1.2.6 AHT No. 2 - Including Marine Crew, Construction Crew, All Construction Equipment, and All Consumables (i.e MGO, Fresh Water & Lube Oil).	Nos	1	82,333.25	84,013.53



TENDER TITLE: TRANSPORTATION & INSTALLATION FOR OWF (OFFSHORE WELLHEAD FACILITIES) PROJECTS

APPENDIX 4: SCHEDULE OF RATE

Designation of price schedule items		UoM	Qty	Stand-by Rates Unit Price Hourly (MYR)	Operational Rates Unit Price Hourly (MYR)
2.0 PERSONNEL COST					
2.1	Hourly Labour Rates (Onshore Personnel)				
2.1.1	Project Manager	Person	1	291.67	291.67
2.1.2	Sr. Project Engineer	Person	1	208.33	208.33
2.1.3	Sr.Installation Engineer	Person	1	166.67	166.67
2.1.4	Installation Engineer	Person	1	150.00	150.00
2.1.5	Sr. Draughtsman	Person	1	83.33	83.33
2.1.6	Sr. Planning Engineer	Person	1	125.00	125.00
2.1.7	Planning Engineer	Person	1	91.67	91.67
2.1.8	QA Engineer	Person	1	91.67	91.67
2.1.9	Safety Engineer	Person	1	100.00	100.00
2.2	Hourly Labour Rates (Offshore Personnel)				
2.2.1.1	Superintendent/ Barge Superintendent	Person	1	458.33	458.33
2.2.1.2	Assistant Superintendent/ Barge Foreman	Person	1	266.67	266.67
2.2.1.3	Field Engineer	Person	1	166.67	166.67
2.2.1.4	Shift Foreman	Person	1	208.33	208.33
2.2.1.5	Rigger Foreman	Person	1	166.67	166.67
2.2.1.6	Welder Foreman	Person	1	141.67	141.67
2.2.1.7	Welder	Person	1	100.00	100.00
2.2.1.8	Painter	Person	1	66.67	66.67
2.2.1.9	Rigger	Person	1	75.00	75.00
2.2.1.10	Safety Officer	Person	1	83.33	83.33
2.2.1.11	Anchor Operator	Person	1	100.00	100.00



TENDER TITLE: TRANSPORTATION & INSTALLATION FOR OOWF (OFFSHORE WELLHEAD FACILITIES) PROJECTS**APPENDIX 4: SCHEDULE OF RATE**

2.1.12 Anchor Foreman	Person	1	133.33
2.1.13 Heavy Crane Operator	Person	1	150.00
2.1.14 Light Crane Operator	Person	1	83.33
2.1.15 Leaderman	Person	1	150.00
2.1.16 Fitter	Person	1	83.33
2.1.17 QA/QC Inspector	Person	1	125.00
2.1.18 QA/QC Supervisor	Person	1	175.00
2.1.19 Medic	Person	1	150.00
2.1.20 CTO	NA	NA	NA
2.1.21 CTO SOS	Person	1	NA
2.1.22 Scaffolding Foreman	Person	1	150.00
2.1.23 Scaffolder	Person	1	66.67

Designation of price schedule items	UoM	Qty	Reduction Percentage (%)	Reduction Percentage (%)
3.0 REDUCTION MECHANISM				
3.1 Standby Duration / Reduction Percentage (%)	%	N/a	0%	0%
0-7 days	%	N/a	1%	1%
8-14 days	%	N/a	1%	1%
15-21 days	%	N/a	2%	2%
22-29 days	%	N/a	2%	2%
> 30 days	%	N/a		



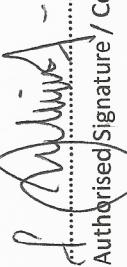
TENDER TITLE: TRANSPORTATION & INSTALLATION FOR OWF (OFFSHORE WELLHEAD FACILITIES) PROJECTS

APPENDIX 4: SCHEDULE OF RATE

Remarks:

- a) Marine Spread day rates is based on 24 hours basis and a proportionate of a day rate shall be devided by 24 hours accordingly.
- b) Personnel day rates is based on 12 hours basis and a proportionate of a day rate shall be devided by 12 hours accordingly.
- c) Bidder shall submit any cost impact (if any) for the deviations/qualifications by completing the Form of Contractual Exceptions.
- d) Bid Validity for this tender shall be 365 days from the date of submission proposal.
- d) All prices shall be in Malaysian Ringgit (MYR) only. All prices, regardless of the currency, shall not be tied to the fluctuations of another currency.
- e) Bidder to remark additional line item if deemed necessary or Bidder to indicate "**Not Available (N/a)**" if above line item is not applicable to Bidder scope of work.
- f) Bidder shall ensure that the price quoted already consider for all the requirements and specification stated in the RFQ such as Term and Condition (special and general), Scope of Work and Procedure, relevant Technical Specifications, schedule and Standard drawings, Schedule of Price, MMHHE HSE and Administration Procedure without any Exception and Deviation.
- g) MMHHE not accept any Bidder Term and Condition or Term of Sale.
- h) Taxation: Malaysia Tax Law,
 - i) Bidder shall be responsible for his employee's tax liabilities and shall comply with the requirements of the Malaysian Government in this respect. All associated cost shall be under Bidder scope and cost.
 - ii) All Withholding tax, permits, and any charges shall under Bidder scope and cost. All associated cost shall be under Bidder scope and cost.

We, the undersigned Tenderer, having carefully examined the Tender Documents offer to perform the Work respectively named, shown, described and alluded to in or to be inferred from the Conditions of Contract an specifications to be executed and supplied on the part of the Tenderer, for the Work described above, in conformity with the tender requirements.


Authorised Signature / Company Stamp
Name: Md. Aminul Buntti A212
Date: 16 Oct. 2019