

Request for Proposals

CONSTRUCTION OF A SINGLE POINT MOORING FACILITY PROJECT

OCTOBER 2017

Issued by:

PEXUS MOORING LIMITED

INTRODUCTION AND BACKGROUND

Ghana and the Bulk Oil Distribution industry have been solely dependent on the Trafigura built All Buoy Berth (ABB) mooring facility (currently off the coast of Tema) for the berthing and discharge of large parcel petroleum products to meet the country's needs since 2006. This poses a single point failure risk to the country and the sustainable supply of petroleum products.

The growth in imports, from 1.4mn MT in 2006 to 4.4mn MT in 2016, and increase in the number of importers, mainly Bulk Distribution Companies (BDCs), from 8 to 42 has hampered the effectiveness of the facility to meet the supply chain needs of the industry. This has resulted in undue delays at the facility and increased demurrage costs.

In line with Government's deregulation policy of the petroleum downstream sector with respect to infrastructure development and trading, the Ghana Chamber of Bulk Oil Distributors (CBOD) in 2015 initiated the process of setting up a consortium of interested BDCs to construct a Single Point Mooring (SPM) facility off the coast of Tema. This was completed in 2016 and named Pexus Mooring Limited.

The project is expected to provide logistical assurance for importers and minimise the infrastructural risk faced by the country.

The objective of this Request for Proposal is to locate a source that will provide the best overall value to Pexus Mooring Limited. While price is a significant factor, other criteria will form the basis of our award decision, as more fully described in the Evaluation Factors section of this Request for Proposal below.

SUBMISSION GUIDELINES & REQUIREMENTS

The following submission guidelines & requirements apply to this Request for Proposal:

1. Only qualified firms with prior experience on projects such as this should submit proposals in response to this Request for Proposal.
2. Bidders intent on submitting a proposal should so notify the representative identified on the cover page no later than Wednesday 25th October 2017.

3. Bidders must list at least ONE (1) project that is substantially similar to this project as part of their response, including references. Examples of work should be provided as well.
4. A technical proposal must be provided. This technical proposal must provide an overview of the proposed solution as well as resumes of all key personnel performing the work. In addition, the technical proposal should provide a proposed schedule and milestones, as applicable.
5. A price proposal must be provided. This price proposal should indicate the overall fixed price for the project as well as hourly rates and an estimated total number of hours, should Pexus Mooring Limited decide to award a contract on an hourly rate basis.
6. Proposals must be signed by a representative that is authorized to commit bidder's company.
7. If you have a standard set of terms and conditions, please submit them with your proposal. All terms and conditions will be subject to negotiation.
8. Pexus Mooring Limited anticipates selecting at least two individuals or firms to have more in-depth discussions with, and will make an award to one of these firms.

PROJECT DESCRIPTION

Purpose

- To construct, commission and operate a Single Point Mooring facility with the following features;

Vessel Capacity

- The SPM should be capable of handling vessels with a deadweight of **110,000mt**. This shall serve as our baseline scenario.
- You are however required to advise cost and technical implications for the project should the following alternate deadweight capacities be rather chosen.
 1. 70,000 MT
 2. 150,000 MT
 3. 200,000 MT

Product Lines

The SPM is expected to handle the following products.

1. Gasoline
2. Gasoil
3. Liquefied Petroleum Gas

You are however required to assess the cost and technical implications of excluding LPG as part of the SPM product lines

Pipelines

1. Pipelines are to be piggable
2. Equipped to allow for a 2-way flow to support product export.
3. Be parallel to the existing systems and have access to all member tank farms
4. Have the capacity to be tied in to the existing system during emergencies.
5. Allow for transfers between connected tank farms.

Facilities

The Project involves the development of, but not limited to, the following Marine Facilities:

1. Marine Handling Berth
2. Shore to Ship (STS)
3. Pipeline Manifold & Pipeline connectivity to shore
4. Approach Channel/Turn Circle (If Required)

PROJECT SCOPE

1. Feasibility studies
2. Conceptual design
3. Define the Project boundary
4. Basis of Design
5. Long term & Short-term Vision for the planned business
6. Traffic (as indicated by Client)
7. Assessment of site Condition for tranquillity (Need for breakwater) based on available data, & surrounding features
8. Hydraulic calculations to determine if boosting will be required
9. Assessment of Navigational Channel, Approach Channel, Turning Circle, Anchorage, Harbour Basis characteristic feature, marine Condition, Environment etc
10. Review data with regard to Oceanographic, metrological, GeoTech features from surrounding data if any, collection of bathymetry detail/Admiralty chart, Sea bed profile details, Topography features, Terminal Land Area and Pipeline Corridor
11. Planning of Berth, berthing aids Required
12. List of Standards/ Codes (ABS certification)

13. Basic engineering/ Preliminary Engineering
14. Specifications
15. Construction & Installation methodology
16. Long Lead items
17. Facilities-wise Broad Cost
18. Project development Road Map
19. Financial Model including sensitivity analysis
20. Project management

RFP AND PROJECT TIMELINES

The Request for Proposals timeline is as follows:

Request for Proposal Issuance	18 Oct 2017
Submission of proposals	1 Nov 2017
Assessment & selection of Top Bidders / Notification to Unsuccessful Bidders	8 Nov 2017
Start of Negotiation	15 Nov 2017
Contract Award / Notification to Unsuccessful Bidders	22 Nov 2017

The need-date for project completion is **3 months from award of contract**. Bidders may propose a date earlier or later, and will be evaluated accordingly.

EVALUATION FACTORS

Pexus Mooring Limited will rate proposals based on, but not limited to, the following factors:

1. Responsiveness to the requirements set forth in this Request for Proposal
2. Relevant past performance/experience
3. Examples of similarly-complex projects
4. Cost
5. Technical expertise/experience of bidder and bidder's staff
6. Timeliness