

REQUEST FOR EXPRESSIONS OF INTEREST

The Cooperative Republic of Guyana

Provision of Marketing Services for the Cooperative Republic of Guyana's Oil Entitlement from the Liza Destiny FPSO Vessel.

Ref. No. 2020-SV-ICB-01

QUERIES/CLARIFICATIONS - ISSUE #1

Issuing Agency: Department of Energy, Ministry of the Presidency

EOI Issue Date: Wednesday, February 26, 2020

EOI Submission Deadline: before 15:00hrs on March 12, 2020

EOI Document Availability: EOI document can be downloaded from:
Website: <https://motp.gov.gy/index.php/notices/vacancies>
Facebook: Department of Energy Guyana

EOI submission address: The Chairman,
National Procurement and Tender Administration Board,
Ministry of Finance Compound,
Main & Urquhart Streets, Kingston,
Georgetown, Guyana

Clarifications:

1	Query: One question for the EOI documents. Can both sets of hard copies be delivered in the same parcel or are you expecting them to be sent in separate packages?	Response: Both the Original and Copies of your Expression of Interest (EOI) are required to be submitted in the same envelope, along with the un-editable electronic version of the document being submitted.
2	Query: The marketing services term stated is 12 months. What will the first month be?	Response: The Commencement of the Contract is expected to be in June 2020, and the month of the first lift is expected to be in July 2020. The first lifting will be confirmed closer to time since it is very much dependent on the pace of production during the first half of 2020.
3	Query: Will an extension over the initial 12-month term be considered?	Response: An extension to the impending Term Contract may be likely given the prevailing conditions at the time when the Contract end date is at hand. Notwithstanding, the Department of Energy has planned for a new Contract period to commence at the end of the Contract period which will result from this current process.
4	Query: The minimum volume stated is 5 cargoes of 1,000,000 Bbls each. What is the total volume in barrels to be marketed during the 12 months?	Response: The total volume in barrels to be marketed during the 12-month Contract cannot be determined now. However, the minimum volume to be marketed during the Term Contract is 5 cargoes of 1 million barrels each.
5	Query: How long, after the expressions of interest are submitted, would you expect the shortlist to be announced?	Response: After the submission of the EOI, the Shortlist will be determined, and those shortlisted are expected to be invited to submit their Request for Proposals (RFP), no later than end of April 2020.
6	Query: Will the shortlist of companies be made public?	

	Response:	Yes
7	Query:	What is the loading window nomination procedure (i.e., how early will the 5-day and 2 day loading windows be confirmed)?
	Response:	The companies who will be shortlisted and receive the RFP will be notified of the nomination procedures as per the Crude Lifting Agreement of the Lisa Destiny FPSO
8	Query:	Is it possible to extend the deadline for Mar 12, 2020 by an additional week until March 19, 2020 or march 26, 2020 to submit the expression of interest package?
	Response:	The submission date for the EOI has been extended to Tuesday, March 24, 2020 at 09:00hrs Guyana time.
9	Query:	On item 4 (xi), can you clarify what information needs to be reported in the five-year record being requested?
	Response:	As part of the HSE policy statement please provide the outline of the Health, Safety, Security and Environmental Management System Framework of your company. The 5 years record should include historical data of the trading organisation on incidents recorded resulting to injuries, threat or loss of life and/or hydrocarbon spills.
10	Query:	On item 4 (xii), can you clarify how does the DE expect to verify the claims being made in the submission?
	Response:	<p>The DE intends to use the standard international best practice methods of verification of this and other claims made by Firms during this process.</p> <p>This item 4 (xii) therefore, requires that interested Firms submit, with their EOI, authorisations which will give the DE expressed permission to verify the information submitted from whichever body or authority issues the respective compliance documents.</p> <p>Our requests for particular submission requirements to be made by interested Firms, are geared towards us being able to shortlist the most suitably qualified firms.</p>

11	<p>Query:</p> <p>Response:</p>	<p>Regarding verification that bidder’s organization is not in receivership, nor the subject of any form of insolvency of bankruptcy proceedings or the subject of any form of winding up petition or proceedings, will an ACRA (Accounting and Corporate Regulatory Authority) Business profile that shows our status as a “Live Company” suffice as proof?</p> <p>Yes.</p>
12	<p>Query:</p> <p>Response:</p>	<p>Regarding the submission of the Expression of Interest, I understand from the document that this has to be done in person in the Ministry of Finance Compound in Georgetown (2 hard copies plus an electronic version in a thumb drive), correct?</p> <p>Yes. Interested Firms are required to deposit their suitably enveloped and marked Expressions of Interests, into the Tender Box, situated on the Ground Floor of the National Procurement and Tender Administration Board, Ministry of Finance Compound, Main & Urquhart Streets, Kingston, Georgetown, Guyana.</p>
13	<p>Query:</p> <p>Response:</p>	<p>Does a prospective firm need to register / onboard our company with the Dept of Energy or any other entity in Guyana prior to participating in either the Expression of Interest phase as well as in the Technical / Commercial phase (assuming we make it to the short list)?</p> <p>No</p>
14	<p>Query:</p> <p>Response:</p>	<p>When will the tender be coming out for the open market, so we do not miss out on this opportunity?</p> <p>This Request for Expressions of Interest marks the commencement of the two (2) stage Procurement process. This invitation also serves as the open tender, which will lead to a technical and commercial bid amongst Shortlisted Firms.</p>
15	<p>Query:</p> <p>Response:</p>	<p>We would like to participate in the RFP. Can you kindly confirm our good company will be invited to such RFP?</p> <p>This Request for Expressions of Interest marks the commencement of the two (2) stage Procurement process. This invitation also serves as the open tender, which will lead to a technical and commercial bid amongst Shortlisted Firms.</p>

16	<p>Query:</p> <p>Response:</p>	<p>I'd also like to respectfully request a meeting with Mr. Bynoe in Georgetown to have the opportunity to introduce our good company.</p> <p>Interested Firms may obtain further information and seek clarifications by email at doe@motp.gov.gy during office hours: Monday to Friday, between 09:00 to 15:00 hours, from February 26, 2020. Firms may also, in writing, request clarification up to Seven (7) days before the EOI Extended Submission Date of Tuesday, March 24, 2020. Response to all request for clarifications will be posted on the following website: https://motp.gov.gy/index.php/notices/vacancies No face to face meeting will be permitted or entertained by the Department of Energy</p>
17	<p>Query:</p> <p>Response:</p>	<p>As I understand it you have begun requesting proposals for the commercialization of Guyana's crude oil. I am not aware that our firm has received an invitation to bid. Have you made your decision already? If so, I would be grateful if you could let us know what criteria guided you in the selection of participants. I have tried to communicate with you but have unable to elicit a response.</p> <p>The Expressions of Interest (EOI) Procurement Process for a Crude Marketing Firm commenced on February 26, 2020, with a revised scheduled closing date of Tuesday, March 24, 2020, before 09:00hrs.</p> <p>For this process, interested Firms may submit their EOI, in compliance to the guidelines of our posted request for EOI, which can be accessed at the following portals: Stabroek News, Kaieteur News, the Chronicle Newspaper, https://motp.gov.gy/uploads/REOI_Crude_Marketing_Firm.pdf https://motp.gov.gy/uploads/Crude_Oil_Liza_Assay.pdf</p> <p>This is not yet the Request for Proposal (RFP) stage. Further, no firm has been selected, and the criteria for selection of a Firm, at the impending RFP stage, will not be shared with prospective applicant, of this EOI stage, before the completion of the Shortlist process.</p>

18	<p>Query:</p> <p>Would you accept only expressions delivery of the sealed hard copies of proposal?</p> <p>Is submitting in person allowed / preferred?</p> <p>Would you consider accepting digital copies via email so that there would be no delays in courier at all?</p> <p>Response:</p>	<p>Interested Firms are required to deposit their suitably enveloped and marked Expressions of Interests, into the Tender Box, on March 12, 2020, before 15:00hrs, situated on the Ground Floor of the National Procurement and Tender Administration Board,</p> <p>Ministry of Finance Compound, Main & Urquhart Streets, Kingston, Georgetown, Guyana.</p> <p>Receiving procurement Expressions and Proposals, in Guyana, is not yet set up for electronic submission.</p>
19	<p>Query:</p> <p>Response:</p>	<p>How many bidders were invited? How many of them are you planning to qualify for the shortlist?</p> <p>This Request for Expressions of Interest is an open invitation process, therefore, there is no limit to bidders invited, at this stage.</p> <p>The Department of Energy intends to qualify and Shortlist, no more than twenty (20) Firms, who will be then invited to submit Technical and Financial Proposals.</p>
20	<p>Query:</p> <p>Response:</p>	<p>The scope of service has been well defined. However, we wonder if you are expecting to source a pure agency service with fixed rate of marketing fee, or an off-taker to buy-out the barrels.</p> <p>The details of any preference on the Commercial arrangements will be introduced at the second stage of this process, the RFP stage.</p>
21	<p>Query:</p>	<p>Well understood about 3.2~3.4. As for 3.5~3.6 which are related to training, is there anything more specific you could share in order to help us piece up what you need? For instance, in addition to working together with daily communications and report about offloading, are you also thinking of having conference call, workshop in locale or field investigations on offloading practice?</p>

	Response:	At this stage, EOIs are to be submitted with verifiable information indicating the Firm's experience, access to resources and other compliances to the requirements set out in the request for EOI. More Specific information detailing how a Shortlisted Firm may deliver on the performance of the assignment will be captured in the Request for Proposals, which will be distributed only to Shortlisted Firms.
22	<p>Query:</p> <p>Response:</p>	<p>We understand that the documents listed under 4 are needed by the first round of selection, which is due on Mar 12, 2020, while those listed in the table under 5.1 will be needed at a later stage and only requested from shortlisted companies. Is this correct?</p> <p>The date for submission of EOIs have be extended to Tuesday, March 24, 2020.</p> <p>There's no material difference between the information required under Heading 4 and Heading 5. As stated in Section 5 “Firms must specifically meet the following Qualifying Criteria to be Shortlisted:”</p>
23	<p>Query:</p> <p>Response:</p>	<p>For the sake of good order and clarification, can you confirm that EOI shall include terms offered for the service requested as per Article 3 of the Request for Expression (RE) in addition to information requested in Article 4 of the RE?</p> <p>At this stage only the documentation requested in Section 5 is required to be submitted. The shortlisted companies, upon receiving the detailed RFP will have to present the full range of technical capabilities and plans to address the Scope of the Services required as per Section 3.</p>
24	<p>Query:</p> <p>Response:</p>	<p>We realize that a lot of the information required is available from our website. Hence, we wanted to check with you if reference to the information via web page would suffice, or do you require printed hardcopies?</p> <p>Please be advised that this process is a public competitive one which requires your Expression of Interest to be submitted in the format as specified in our Request for Expression of Interest as published.</p>