

# PROJECT MANAGEMENT

## Project Management

*International*

### Bid Documentation, Prequalifying and Selection of Suitable Bidders, and Invitation to Bid for the Lekki Offshore Transfer Facility Contract

Client: Puma Energy International BV  
Location: Lekki Free Trade Zone, Lagos State Nigeria  
Period: March 2009 to June 2010

**Bid document preparation, prequalifying and selection of Contractors and subsequent invitations to bid for the construction of the Lekki Offshore Transfer Facility at the Lekki Free Trade Zone (LFTZ) Nigeria.**

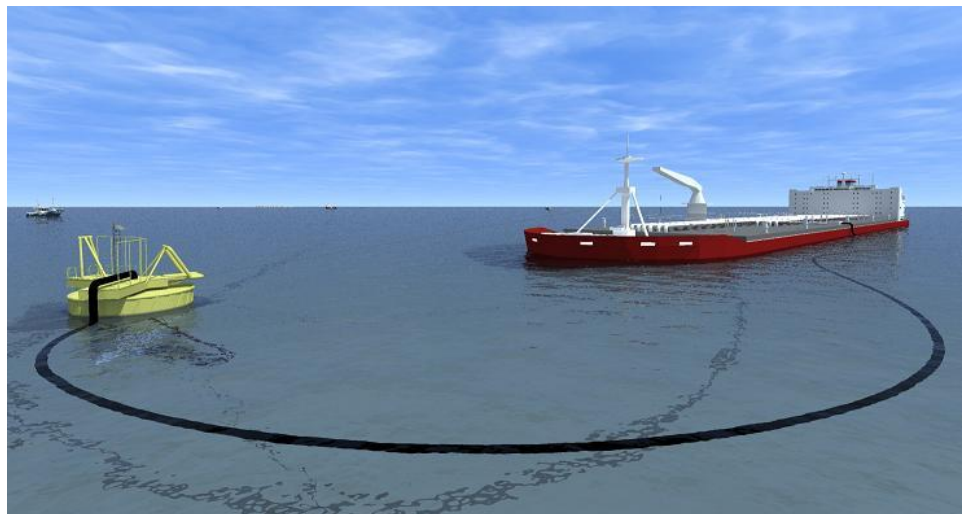
Puma Energy requested PMI to prequalify and select suitable contractors with previous EPC (Engineering, Procurement & Construction) experience in offshore petroleum product transfer facilities. Invitations to bid were then to be issued to selected tenderers and then the final adjudication and reporting back on the bids received to Puma.

An invitation to prequalify was sent out to selected contractors in March 2009 requesting them to submit their prequalification documents by 16 July 2009.

A selection process followed which identified suitable contractors with previous proven experience. In all 10 contractors were recommended for Puma to invite to tender for the Offshore works.

The Offshore facility comprised of the following:

- A Single Point Mooring (SPM) System
- A Secondary offshore mooring system either an SPM or Conventional Buoy Mooring (CBM)



- A subsea pipeline connecting the two systems to each other and each of the offshore systems to the onshore terminal
- The installation & removal of the shore crossing for the subsea
- Pipelines

PMI had previously completed a full site investigation, basic engineering and specification for the conceptual design according to Puma's operating requirements.

Bid documentation based on the FIDIC EPC conditions of contract (silver book) were drafted and approved by Puma and their legal advisors before issuing to the prequalified tenderers.

Invitations to bid were sent to selected Contractors on 21 October 2009 with an instruction to submit the bid by the

closing date of 13 January 2010.

The bid adjudication process required PMI to interrogate the tenders and obtain clarifications from bidders on vague and ambiguous issues before reporting back to Puma.

The following process was undertaken

- Full commercial analysis
- Full technical analysis
- Analysis of clarifications & qualifications
- List/ details of non-compliant issues
- Comparison of tenders
- Propose alternative options
- Conclusion and recommendations

The initial adjudication process and Bid report was completed on 29 January 2010. However, further negotiations with preferred bidders were resumed to pursue alternative options.