

Total, E & P Nigeria Limited

Operator of the OML 138 Asset RC 2979

Tender Opportunity for Provision of Remotely Operated Vehicle (ROV) Services (Usan-CT-114) For USAN Deepwater Development Project

1. Introduction

TOTAL E&P Nigeria Limited (TEPNG) invites interested and reputable contractors with suitable equipment and relevant experience to tender for the technical bidding phase for the provision of Remotely Operated Vehicle Services for the OML 138 USAN Deepwater Development Project.

2. Scope of Work

The scope of work shall include the provision of Two (2) ROV systems, associated equipment, tools, accessories and personnel required for the operation of Remotely Operated Vehicle on Deepwater Drilling rigs (and/or any other potential unit) operating on OML138 deep offshore Nigeria, for USAN development or any other additional Permit Area in which COMPANY has the right to conduct petroleum operations within Nigeria.

The contract duration shall be for two (2) firm years plus one (1) year extension option.

3. Mandatory Requirements

- To be eligible for this tender exercise, interested contractors are required to be pre-qualified in the Diving / ROV operations (3.07.07) (Product/Services) category of the NipeX Joint Qualification (NJQS) Database. All successfully pre-qualified suppliers in this category will receive Invitation to Technical Tender (ITT).
- To determine if you are pre-qualified and view the product/ service category you are listed for. Open www.nipexng.com and access NJQS with your log in details, click on continue Joint Qualification Scheme tool, click check my supplier status and then click supplier product group.

- If you are not listed in a product/ service category you are registered with DPR to do business, contact the NipeX office at 30, Oyinkan Abayomi Street, Ikoyi, Lagos with your DPR certificate as evidence for verification and necessary update.
- To initiate the JQS pre-qualification process, access www.nipexng.com to download the application form, make necessary payments and contact NipeX office for further action.
- To be eligible, all tenders must comply with the requirements of the Nigerian Oil and Gas Industry Content Development Act, 2010. Non compliance shall result in disqualification from bidding for this opportunity.

4. Closing Date

Only Tenderers who are registered with NJQS Product/category Diving / ROV operations (3.07.07) as at October 30, 2012 being the advert close date shall be invited to submit Technical Bids.

5. Nigerian Content

Company is committed to the development of the Nigerian Oil and Gas business consistent with the Nigerian Oil and gas Industry Content Development Act 2010

(NOGICD Act or the Act) on Nigerian Content. It is important that applicants familiarize themselves and comply with the provisions of the Nigerian Oil & Gas

Industry Content Development Act otherwise referred to as The NOGICD Act in their Expressions of Interest, Pre-qualification, Tender Offer and in execution of contract(s) that may result from this advert. As from the commencement of The Act, the minimum Nigerian Content in any project, service or product specification to be executed in the Nigerian oil and gas industry shall be consistent with the level set in the Schedule of The Act and any other targets as may be directed by the Nigerian Content Development and Monitoring Board (NCDMB or The Board).

Tenderers shall comply with all the provisions of the NOGICD Act that relate to this contract but in particular comply with the minimum Nigerian Content % for the scopes which are covered in the Schedule of The Act and any other requirement that may arise from time to time not explicitly stated in this contract but which apply to the contract in

complying the NOGICD Act. Tenderers in their responses shall confirm and describe in full the work to be completed in-country and using resources of Nigerian origin in fulfilment of the provisions of the NOGICD Act and shall execute all Work detailed in their submissions in line with The Act. Deviations from the Nigerian Content requirements and the Nigerian Content Plan by the Operator are not acceptable and may be treated as a fatal flaw.

The Work items and their associated costs will be clearly identified and described in the Commercial stage both within the pricing schedule and as a narrative outlining Nigerian Content commitments. Failure to fully comply with the Nigerian Content Act or demonstrate commitment to Nigerian Content Development Policy of the Nigerian Government shall result to disqualification from bidding this contract.

Tenderers are to note that they will be requested during the technical tender to give full details of their relevant strategy to ensure that they fully comply with the Nigerian Oil and Gas Industry Content Act 2010 available at www.nnpcgroup.com and www.nigcontent.com as non-compliance will constitute a FATAL FLAW in all Contract evaluations.

In line with the above, contractors are required to ensure that information on the following is included in their technical submission, to show their level of compliance with the provisions of the NOGICD Act (2010):

1. Verifiable evidence of compliance with Nigerian Content requirements on past projects/contracts for a period of 3 years.
2. Evidence that entity is a Nigerian company, supported by certified true copies of CAC forms 10, 02 & 07 including company memorandum & article of association.
3. For indigenous companies with foreign-owned companies and multinationals as their sub-contractors/technical partners, a Binding Agreement of the alliance duly signed by the CEO of both parties and stating the specific work scope to be performed by each member of the alliance will be required.
4. Bidding Multinational companies will be required to ensure that 50% of the equipment to be deployed for the service are owned by their Nigerian subsidiaries.
5. Project-specific training plan, man-hour budget, skill development and technology transfer proposal for Nigerian personnel or indigenous business including evidence of past Nigeria Content performance on training and development for Nigerians nationals & indigenous business. Plan for sponsorship of Nigerians to acquire competence and/or certification. Further development of local employees as professionals. Proposed training plan for Nigerians on the project including a brief training outline for OEM products, engineering, software & hardware, project management, procurement, construction, installation, start-up & commissioning, maintenance, testing and operations.

6. Overall list of consumables, goods, products & chemicals, tools and equipment to be procured & used in the execution of this contract and identify in tabular form those that are of Nigerian origin and the proposed suppliers.
7. Detailed description of the location of in-country committed facilities & infrastructure (assets, equipment, technical office, and administrative space, storage, workshop, assembly area, repair & maintenance, testing, laboratory, etc) in Nigeria to support this contract or submit a credible and verifiable plan towards setting-up.
8. Provide details of the percentage of your key management positions held by Nigerians and what percentage of total work force is Nigerian .
9. Evidence of compliance with Nigerian Cabotage Act.
10. Describe the amount of work to be performed by Contractor in Nigeria and proposed utilization of Nigerian resources (manpower services through subcontracting where applicable, equipment and materials, etc.) in order to achieve the minimum requirement specified in the schedule to the NOGICD Act 2010 (70% Man-hours; Diving/ROV/Submersible Operations).

Note that non-compliance with Nigerian Content Act shall result in disqualification from bidding on this project.

6. Additional information

Interested suppliers must be pre-qualified for this product/service category in NJQS.

- Full tendering procedure will be provided only to contractors that have been successfully pre-qualified in NJQS.
- This advertisement shall neither be construed as an Invitation to Tender (ITT) nor a commitment on the part of TEPNG to award a contract to any supplier and/or associated companies, subcontractors or agents.
- This advertisement shall not entitle pre-qualified companies to make any claims whatsoever and/ or seek any indemnity from TEPNG and/or its partners by virtue of such companies having been pre-qualified in NJQS.
- All costs incurred in registering and pre-qualifying for this and other products/ services categories in NJQS shall be borne solely by suppliers.

- Suppliers that are pre-qualified for this product/service category in NJQS must ensure that the name and contact details (physical address, email address and telephone numbers) of their company and authorised/responsible personnel is up to date in their company profile in the NJQS data base.
- TEPNG shall communicate only with the authorised/responsible personnel of pre-qualified companies and not through unauthorised individuals or agents.

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