

The background of the slide is a close-up of a wooden surface. In the upper right corner, a portion of the Ghanaian flag is visible, showing its characteristic red, yellow, and green horizontal stripes with a black star in the center. The text is overlaid on this background.

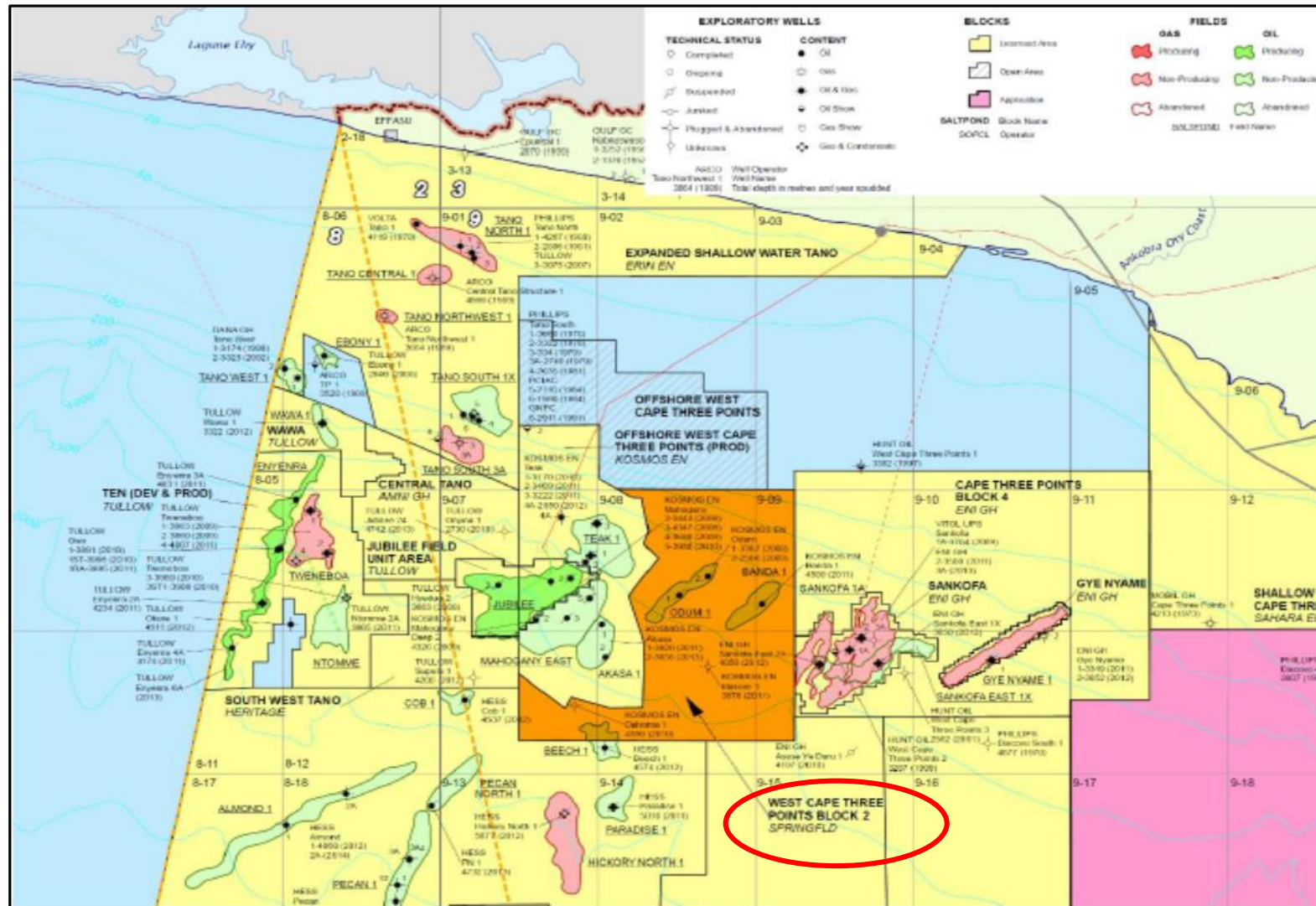
Springfield Exploration & Production

**MADE IN
GHANA**

FIRST ANNUAL LOCAL CONTENT PROCUREMENT CONFERENCE

19th February, 2018

West Cape Three Points Block 2 (WCTP-2) – Block Location



2018 - 2019 Work Programme

	2018												2019					
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
WCTP 2 Evaluation Programme	EVALUATION AND EXPLORATION PROGRAM																	
Well Post-Mortem Analyses _ Success and Failures																		
Review of Well Log Analyses (Petrophysics)																		
2017 Seismic Vintage Interpretation in Time and Depth																		
Reservoir Characterisation for 3 Zones																		
Reservoir Simulation and Production Analyses																		
GeoModelling and Volumetrics																		
Early Economic Evaluation _ 2nd Pass																		
Reporting and Recommendation																		
Appraisal Program																		
WCTP 2 Exploration Programme	Generation of Additional Leads / Corroboration of Leads into Prospects and Ranking																	
Petroleum Systems 3D Modelling																		
Regional Seismic Sequence Stratigraphy and Picking																		
Subsurface Fault Systems Picking																		
Investigating Additional Leads																		
Moving from Leads to Prospects																		
Prospect Reservoir Modelling and Volumetrics																		
Prospect Ranking _ 2nd Pass																		
Exploration Well Proposals																		
2017 3D Broadband Seismic Survey																		
Seismic Survey Planning																		
Identify Contractor																		
Select Contractor																		
Data Acquisition																		
Fast-Track Processing (PostSTM)																		
Full Integrity Geostreamer PSTM																		
Time to Depth Conversion																		
AVO - Stochastic Seismic Inversion in Depth Domain																		
Preparation of 2019 Drilling Campaign																		
Long Leads Procurement																		
MODU Procurement																		
Logistics Procurement																		
Fluid and Drilling Procurement																		
Long Leads Supply																		
Permits and Approvals from Regulators and Authorities																		

2018 Procurement Outlook

Ref No.	Project / Contract / Purchase Order Description	Type of Contract (New / Extension)	List of Short-listed Vendor (s)	Procurement Strategy	Anticipated Date of RFQ	Contract Duration
1	Computers and IT Equipment	NEW CONTRACT	TBD	COMPETITIVE BIDDING	Q1, 2018	1 YEAR
2	G&G Software	NEW CONTRACT	TBD	COMPETITIVE BIDDING	Q2, 2018	1 YEAR
3	Car Rentals	EXTENSION	TBD	COMPETITIVE BIDDING	Q2, 2018	3 YEARS
4	Housing Apartment Rental	NEW CONTRACT	TBD	COMPETITIVE BIDDING	Q1, 2018	3 YEARS
5	Security Services	EXTENSION	TBD	CHANGE ORDER	Q1, 2018	3 YEARS
6	Cleaning Services	EXTENSION	TBD	CHANGE ORDER	Q1, 2018	3 YEARS
7	Utilities-Fuel for Generators	EXTENSION	TBD	CHANGE ORDER	Q1, 2018	3 YEARS
8	Repair & Maintenance of Office Facility and Expat Apartments	NEW CONTRACT	TBD	COMPETITIVE BIDDING	Q1, 2018	3 YEARS
9	Stationery Supply	NEW CONTRACT	TBD	COMPETITIVE BIDDING	Q1, 2018	3 YEARS
10	Voice and Data Communication Services	NEW CONTRACT	TBD	COMPETITIVE BIDDING	Q1, 2018	2 YEARS
11	Insurance	NEW CONTRACT	TBD	COMPETITIVE BIDDING	Q2, 2018	1 YEAR
12	Environmental Impact Assessment	NEW CONTRACT	TBD	COMPETITIVE BIDDING	Q1, 2018	1 YEAR
13	Geotechnical Rig Site Survey	NEW CONTRACT	TBD	COMPETITIVE BIDDING	Q1, 2018	3 YEARS
14	Software Procurement/implementation - HR	NEW CONTRACT	TBD	COMPETITIVE BIDDING	Q2, 2018	1 YEAR
15	Tax Advisory	NEW CONTRACT	TBD	COMPETITIVE BIDDING	Q2, 2018	2 YEARS
16	External Audit Services	NEW CONTRACT	TBD	COMPETITIVE BIDDING	Q2, 2018	1 YEAR
17	Legal services	NEW CONTRACT	TBD	COMPETITIVE BIDDING	Q3, 2018	2 YEARS
18	Public Relations Agency Services	NEW CONTRACT	TBD	COMPETITIVE BIDDING	Q3, 2019	2 YEARS

Tendering Process

❖ Bid List Selection

- **Contractors with PC permit in both PC and Springfield database**
 - Issue Contractors with pre-qualification Questionnaire.
 - **Evaluate received Completed pre-qualification Questionnaire from contractors**
 - **Pre-qualification evaluation is evidence based including;**
 - Previous work Experience
 - Health, Environment and Safety
 - Organizational Capability
 - Local Content capacity, etc.

Pre-qualified contractors to form part of approved Vendor List

Tendering Process

❖ Key Activities

- Obtain PC's concurrence on contracting strategy
- 3 – 4 Weeks for bid solicitation period
- Two Stage Evaluation
 - **Technical Bids Evaluation**
 - Methodology/Execution Approach
 - Local Content
 - Health, Environment and Safety
 - Resources – Personnel and Equipment, etc.

Tendering Process

❖ Key Activities

■ Commercial Bid Evaluation

- Completeness of Commercial proposal
- Compliance of commercial proposal; Time, Cost & Materials, Cost plus, Lump sum, etc.
- Compliance with Tax requirements
- Total Cost of Ownership

Only technically qualified bidders will have their commercial proposals evaluated

Tendering Process

❖ Key Activities

- Secure Internal approval at all stages of the evaluation process
- Obtain PC's concurrence with evaluation/ recommendation reports
- Notify Successful bidder of award
- Sign off Service Agreement
- Notify unsuccessful bidders
- Schedule Kick-off meeting with successful bidder

Our Expectation of Bidders in Tender Submission

❖ Tender Questionnaire

■ Methodology for Service/works Delivery

- Step by step approach from permitting, tool box meetings, etc.
 - Standard Operating Procedures for service delivery

■ Project Personnel

- Project Lead, QA/QC Personnel, HSE Personnel, etc., with qualifications & Experience
 - Project specific Organogram with linkage to Springfield E&P

■ Work Schedule

- Level 2- 3 project schedule including procurement, execution, pre-commissioning, etc.

Our Expectation of Bidders in Tender Submission

■ **Personnel/Equipment Mobilization Plan**

- Equipment to be used with ownership/rent status
 - Equipment Pre-inspection and personnel mob. plan

■ **Health, Safety and Environment (HSE)**

- Project specific EHS plan
 - Draft/sample Job Safety Analysis

■ **Local Content**

- Supplier development plan
 - Local Sourcing of goods and services
 - Employment and training opportunities
 - Succession plan for future opportunities

Our Expectation of Bidders in Tender Submission

❖ Bidders to Note

- Bids should be submitted in accordance with bid submission instructions
 - Separate Technical proposals from Commercial proposals
 - Bids should be sealed on submission
 - Bids should be submitted at the right Time
- Bid documents should be neat and well presented
- Bidders should provide precise and concise responses with evidence to support their claims
- Technical competency is critical to bid success
- No unethical bid practices shall be tolerated -bidder collusion, external influences, etc.
- Keep to Request for Clarification period – Feel free to seek clarifications

Springfield E&P's Commitment

- Strict compliance with applicable laws/regulations
- Fair and transparent Contracting & Procurement process
- Closer engagement with all stakeholders; Regulators, Contractors, Community
- Compliance with Service Agreement, including payment terms
- 3 – Way invoice matching for payment processing
 - Invoice
 - Evidence of Service delivery/ Materials receipt
 - Evidence of contractual Agreement

Upcoming Opportunities

- **Mobile Offshore Drilling Unit**
- **Oil Country Tubular Goods**
- **Drilling Support Vessels**
- **Electric Line Logging and Perforating Services**
- **Mud Logging Services**
- **Helicopter Services**
- **MWD/LWD Directional Services**
- **Downhole Well Testing Services**
- **Casing/Tubing Running and Handling Services**

Supplier Development Plan

S/Nr	Activity Description	Estimated Outcome	Target Date	Target Group
1	Pre-Tender Engagements	Organize workshops for prequalified bidders on major projects bid.	Q2, 2018	Pre-qualified Vendors
2	Vendor Forum	Provide training on Springfield Bidding process Educate contractor's on Springfield Contract Terms and Conditions Educate contractors on Springfield Business Standards and Ethics	Q3, 2018	Registered vendors and Potential vendors
3	Improved Capacity	Improved Payment Terms Support 2 Local Contractors in international Certification program	Q4, 2018	Local PC Licensed SMEs

Springfield E&P is committed to exploring creative solutions which will unlock value and unleash the hidden potential of West Cape Three Points Block 2



**SPRINGFIELD
E&P**

African inspired, Globally focused

Thank You