



# PROCUREMENT, SUBCONTRACT & TENDERS

TechnipFMC in Ghana



# AGENDA

TechnipFMC Who We Are

Contract and Procurement opportunities – Upstream

Technip Ghana Procurement Needs-2018

Tenders- Getting it right

Supplier Development Programs

Challenges

Future Development Programs

# TechnipFMC Who We Are



## SUBSEA

- ▶ FEED
- ▶ Subsea Hardware
- ▶ SURF
- ▶ Subsea Services.



## ONSHORE/OFFSHORE

- ▶ gas monetization,
- ▶ refining,
- ▶ petrochemicals,
- ▶ Onshore pipelines
- ▶ Fixed & Floating Facilities



## SURFACE TECHNOLOGIES

- ▶ integrated services and fluid control
- ▶ Flowline products used during
- ▶ surface wellhead systems for drilling, completion, and production

# TechnipFMC Who We Are

40,000  
Employees

48  
Countries

126  
Nationalities

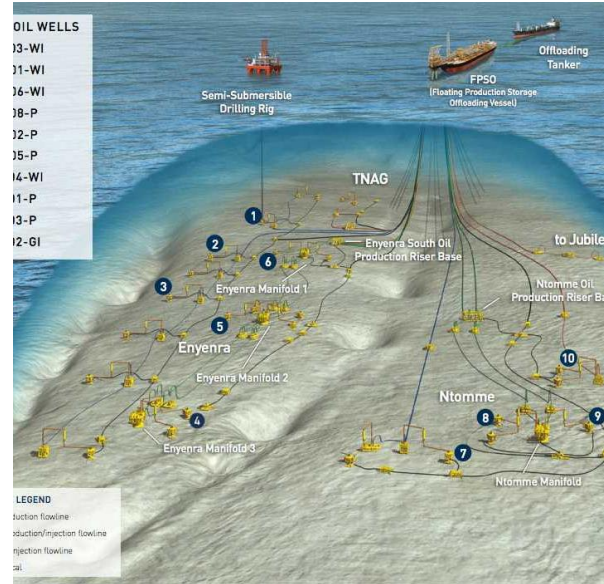
21  
Vessels including 4 under  
construction

215  
Locations

# TechnipFMC in Ghana



- ▶ Jubilee Phase 1
- ▶ Jubilee Phase 1A
- ▶ AIM Riser Integrity Testing
- ▶ Brownfield



- ▶ TEN Project
- ▶ Riser Integrity Testing



- ▶ Eni ORF Project



# Contract and Procurement opportunities

**Focus: Upstream Petroleum Industry**

2/20/2018

# TechnipFMC in Ghana

## Procurement Potential Opportunities for 2018

- Construction Materials and Equipment
- Labour and Manpower
- Inspection Services
- Painting and Coating material
- Lighting
- Welding and NDT
- Offshore and Onshore support services

### Construction, Installation



- Lifting, Rigging and Tooling Equipment
- Electrical, Instr., Mechanical & Civil Equipment
- Material Handling

### MATERIAL & EQUIPMENT SUPPLY



- HDPF
- PVC
- UPC
- STEEL

### PIPES ,FITTING & FLANGES



- Lubricating Oil
- Grease
- Chemicals

### LUBRICANTS AND CONSUMABLES



- Mast
- Phones and accessories
- Software and Applications
- Infrastructure
- IT Services
- Computers, laptops and accessories

### TELECOM & IT



- Airlines, travel agents, hotels,
- Facility Management
- Stationery
- Beverages and food supplies
- PPE

### HSE & GENERAL ITEMS & SERVICES



# Tendering Process

## Getting It Right

- Prequalification document
- the Tendering process
- EPC Business

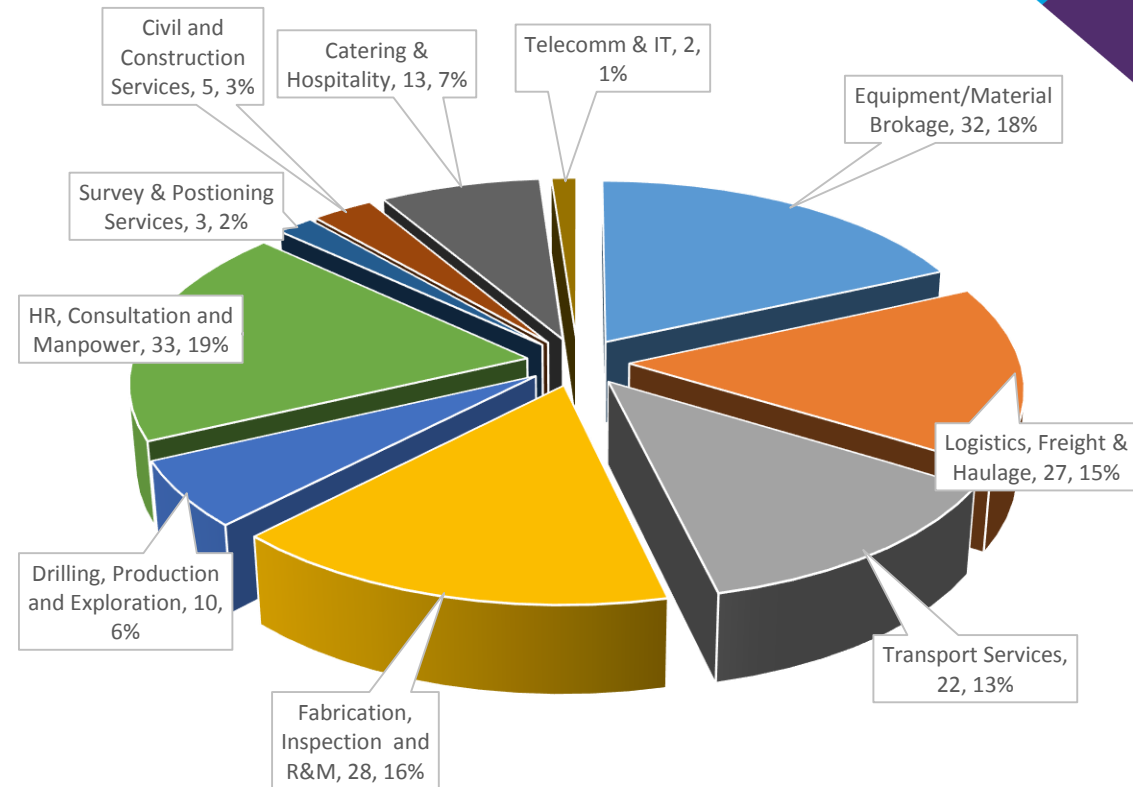
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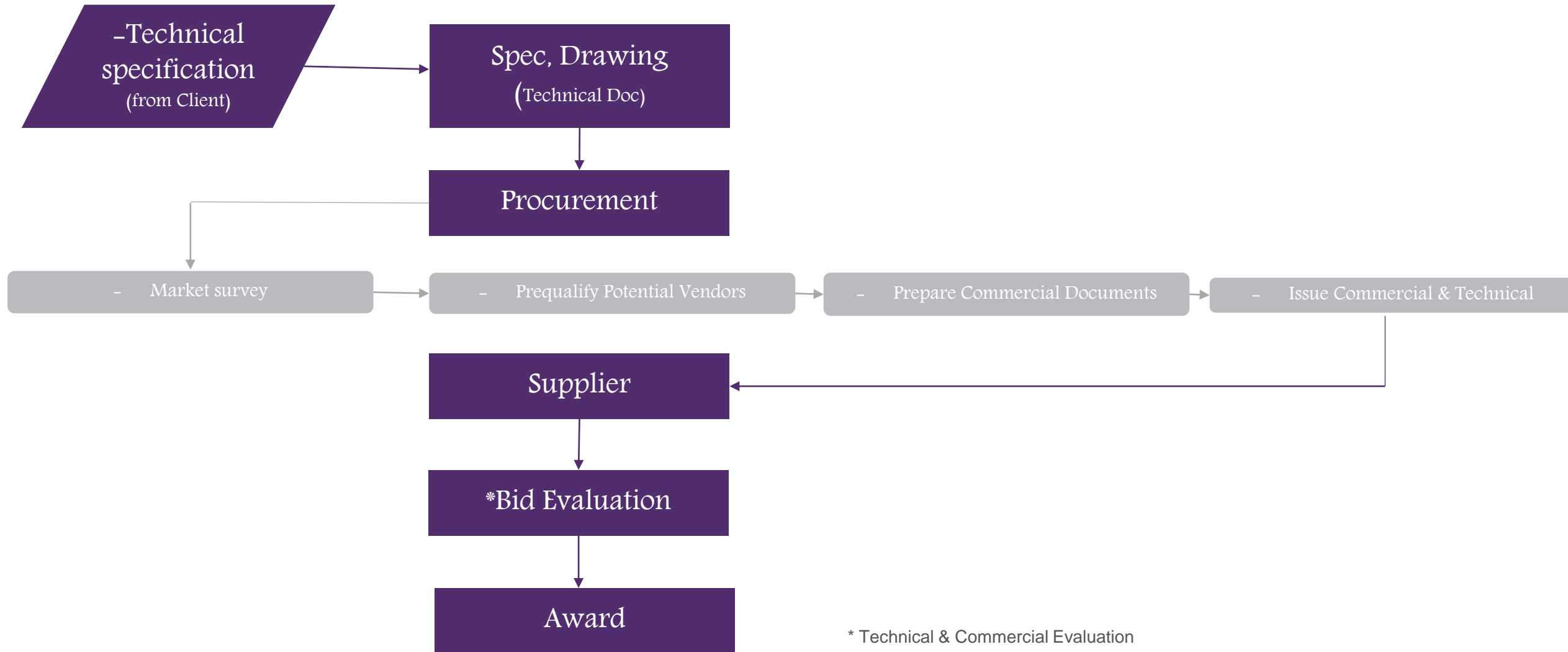
## PREQUALIFICATION DOCUMENTS

- Confidentiality Undertaking
- Declaration Of Compliance
- Local Content Prequalification Questionnaire
- Subcontractors Compliance Questionnaire
- Vendor Prequalification Questionnaire

Classification Of Vendor Management



# The Tendering Process



# EPC BUSINESS

- ❖ What is it?
- ❖ How do I(supplier) benefit?
- ❖ What does it take to be on the platform?
- ❖ Is that an added advantage or probable assurance of winning the contract?
- ❖ What if I am not on the platform?

– TPGH currently has 116 vendors registered on this platform

## 2 First Access

### 2.1 Log in information

URL = <https://www.epc-business.com>

Enter your username and password and click on "login".

**IDENTIFICATION**

Identifiant:

Mot de passe:

### 2.2 Approve the Legal Notices and Terms of Use

When you access for the first time to epc-business, you have to accept the legal terms and conditions of epc-business.com

**Legal Notices and Terms of Use**

You are invited to read these Legal Terms and Conditions ("Legal Terms") carefully.

By accessing and using the services available on epc-business.com ("the Website"), you agree to be bound by these Legal Terms as if you had signed them. In case of disagreement with these Legal Terms, you must not access or use this Website.

You hereby acknowledge and agree as follows:

The Website, EA (hereinafter "EPC-BUSINESS") is the name of the Website which functions as electronic marketplace for Business to Business As the "Marketplace") accessible at [www.epc-business.com](https://www.epc-business.com)

The Website is implemented in the objective of offering to L&U Companies more effective collaboration and commerce with their suppliers and sub-contractors for the carrying out of their L&U Projects. The Website allows the users to exchange some information, to launch tenders to bid, to purchase products and services and to conduct various transactions through the Marketplace.

These Legal Terms define the contractual agreement between EPC-BUSINESS and each user successfully using the Website.

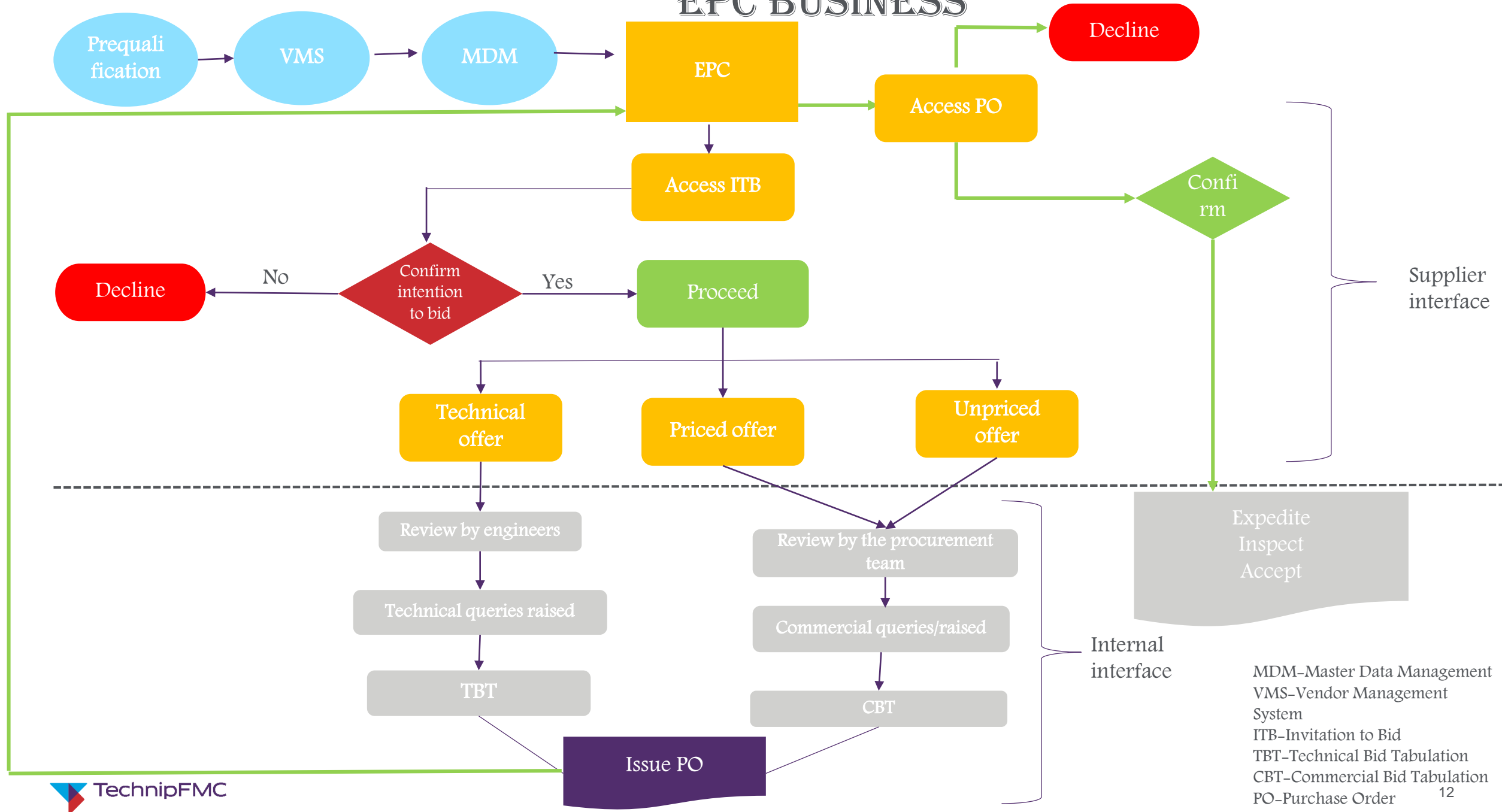
☒ I have read the above terms and conditions for the utilization of epc-business application and I declare that I fully accept them.

Check the box "I have read the above terms and conditions for the utilization of epc-business application and I declare that I fully accept them".

You will then access to your Homepage.

My Dashboard - My Dashboard (R4) - My Dashboard (R4) - Home - Login									
My Dashboard (R4) (1)									
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# EPC BUSINESS



# Challenges for Local Supplier

- **EPC Business Platform**
  - Supplier adaptation difficulties
- **Supplier – OEM Communique**
  - Delay in Response to Technical Queries
- **Pricing**
  - Overpricing
- **Technical Acceptability**

