

February 19, 2018



# Opportunities in the Upstream Sector

Contracting with Tullow Ghana Limited



# Agenda



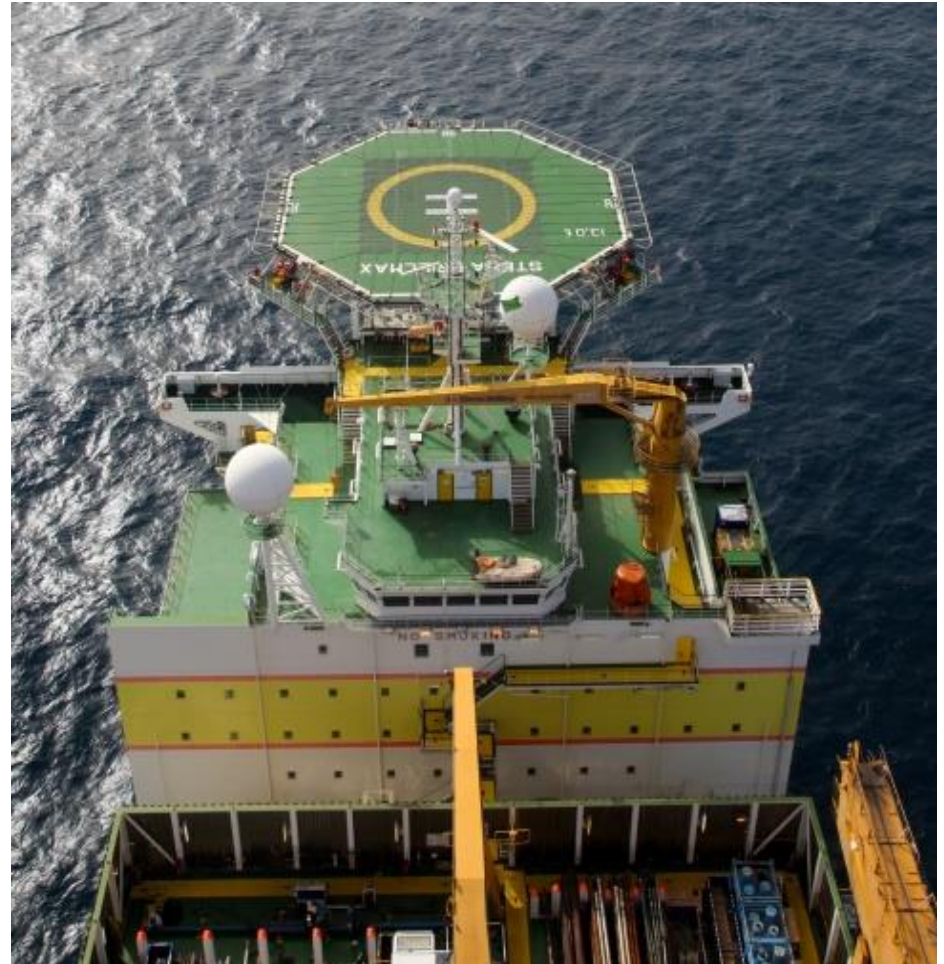
## CONTENTS

Contacts & Procurement Opportunities

2018 Overview of Procurement Outlook

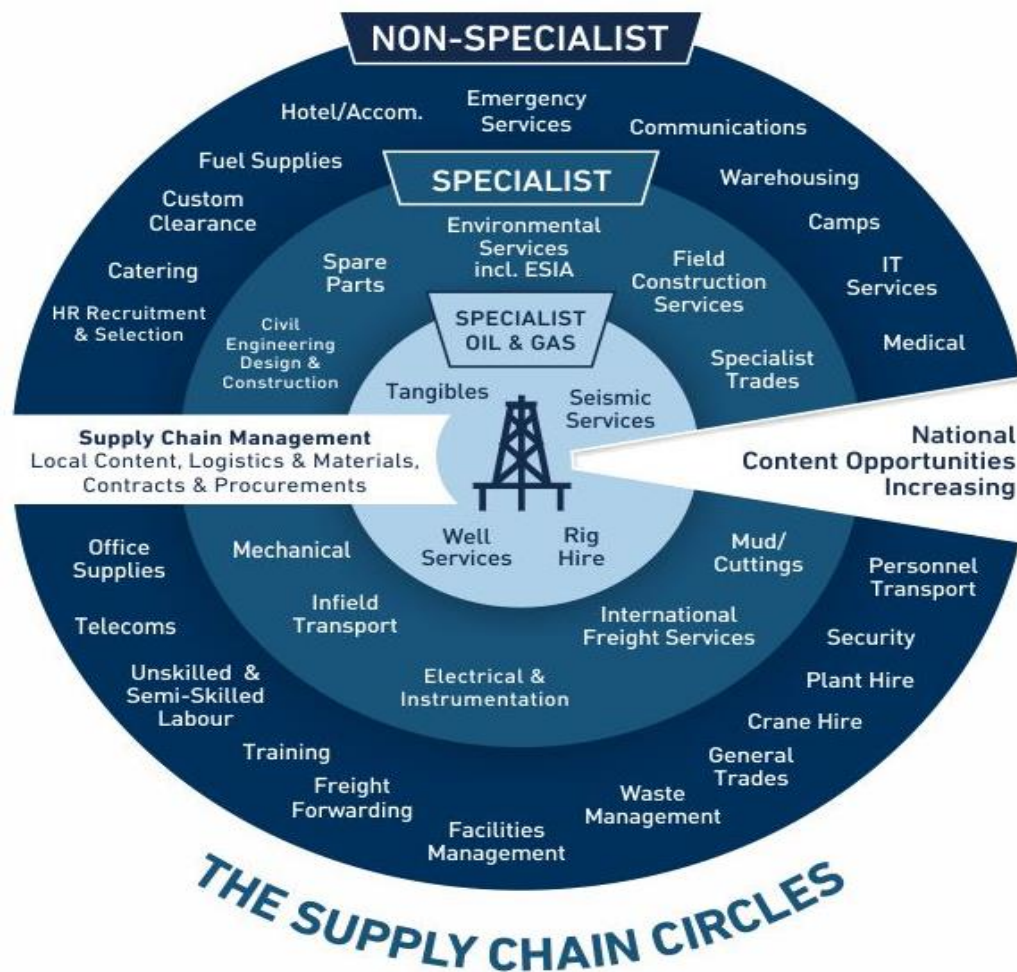
Tender Packaging and Presentation

Key Messages





# Upstream Opportunities



## [2018 Procurement Needs of Tullow Ghana Ltd](#)

Seminar



Screening Suitable Companies



Pre-qualification



Tender



Contract Award



Services Commence

# Process overview (1)



PROCESS STAGE	PROCESS
<b>1. Seminar</b>	
TGL provides basic information	
Vendors advise if they wish to be considered	Card on exit
<b>2. Screening Suitable Companies</b>	
Issue expression of interest letters	via email
Suppliers provide responses	via email
Assess & Shortlist for Pre-qualification	basic criteria
<b>3. Pre-qualification</b>	
Issue detailed questionnaire	via email
Companies submit completed questionnaire	9 detailed questions
Questionnaire's evaluated	detailed criteria

# Process overview (2)



PROCESS STAGE	PROCESS
<b>4. Tender</b>	
Issues Invitation to Tender	via email
Companies submit tender	sealed envelopes
Evaluation stage	detailed criteria
<b>5. Contract Award</b>	
Mobilization	
<b>6. Full Operational Services Commence</b>	

## Evaluation Criteria

**Intention is to select a company that provides the most economically advantageous tender capable of providing a safe, reliable and overall cost effective solution.**

- Technical Capability
- EHS compliance & capability
- Commercial competitiveness
- Local content investment & capacity building
- Compliance & Financial capability





## Improvement Areas:

### Adherence to the Instructions in ITT

- Tender documents must be in accordance with Tendering requirements
- Acknowledge invitation to tenders
- Communication must be through emails/sole point of contact
- Contact address/emails/telephone numbers usually must be valid
- e-mails must be responded to promptly
- Request for extension of time in a timely manner
- Adhere to submission deadlines
- Comply with forms and templates provided within Tender document

### Completeness of Questionnaires

#### Partial completion:

- Pricing section must have all supporting documentation i.e.
  - ✓ Technical,
  - ✓ Local content etc
- Respond to all questions and provide reasons for non-completion

# Key messages to Tenderers

## Communication and Queries:

All communication (Acknowledgement, clarifications etc.) shall be in writing and sent by email to the sole point of contact at TGL

## Conditions of Tender

- 1) Acceptance of Terms and conditions.
- 2) Tenderers may submit an Alternative Proposal for TGL consideration

## Confidentiality & Ethics:

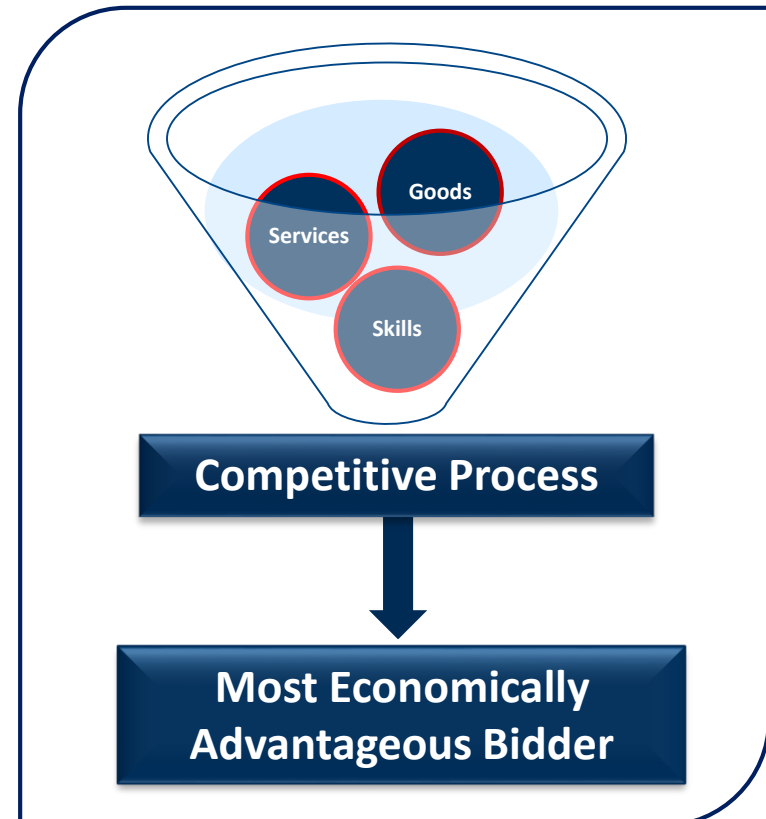
- 1) All information associated with ITT's shall be treated as confidential.
- 2) Do not pass-on-tender document to another party if you are not interested.

## Submission of Tender

- 1) Within the stipulated time and date provided.
- 2) As a hard(Paper) document with a complete copy on USB

## Contracts

Only authorized Supply Chain Management(SCM) personnel of Tullow Ghana Ltd (TGL) have the Authority to negotiate and enter into Contracts on behalf of the Company



# QUESTIONS AND ANSWERS

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