

Information Meeting EMSA CDI /01/2014 – Aerial Dispersant Application Services

21 January 2014, Lisbon



Background

- New task for EMSA
- Need for additional pollution response tools
- Launch of a Competitive Dialogue procedure for aerial dispersant application services

Meeting Agenda

- Background
- Introduction to current EMSA's at sea oil recovery services
- EMSA's new task: Response to marine pollution from oil and gas installations
- Competitive dialogue Procedure
- Required Aerial dispersant application services
- Questions and answers
- Closure and follow-up actions

Purpose of the Meeting

- Provision of information regarding the Competitive Dialogue procedure EMSA/CDI/1/2014
- Provision of information regarding the service required
- Opportunity for candidates to enquire about the procedure and/or the published documents

It is not a dialogue nor a negotiation

Service Contract Implementation



Introduction to EMSA's pollution response capabilities

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Bernd Bluhm
Head of Unit
Pollution Response Services

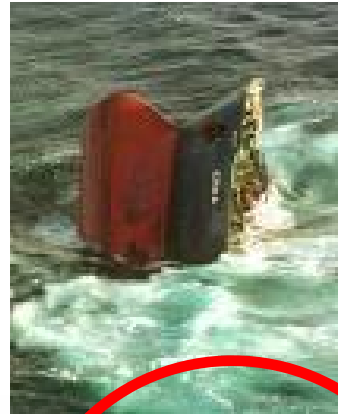
European Maritime Safety Agency

Regulatory Agency of
the European Community

- Own legal identity
- Technical and operational support
- Approx. 250 staff
- Annual budget – approx. 55 MEURO
(20 MEURO out of it for antipollution
measures)



Photo BSAM – Douanes
françaises



• 12 December 1999 off the coast of Brittany

Erika sinks

Decision to reinforce the EU maritime legislation

• Erika I safety package
• Erika II safety package

• EMSA established

Regulation EC 1406/2002

Reg EC 100/2013
Core/ancillary tasks
Oil/gas installations
Techn Ass ENP

Fields of competence

Prevention of
pollution caused by
ships



Maritime
safety

Maritime
security



EMSA's objectives

Response to
pollution caused
by ships



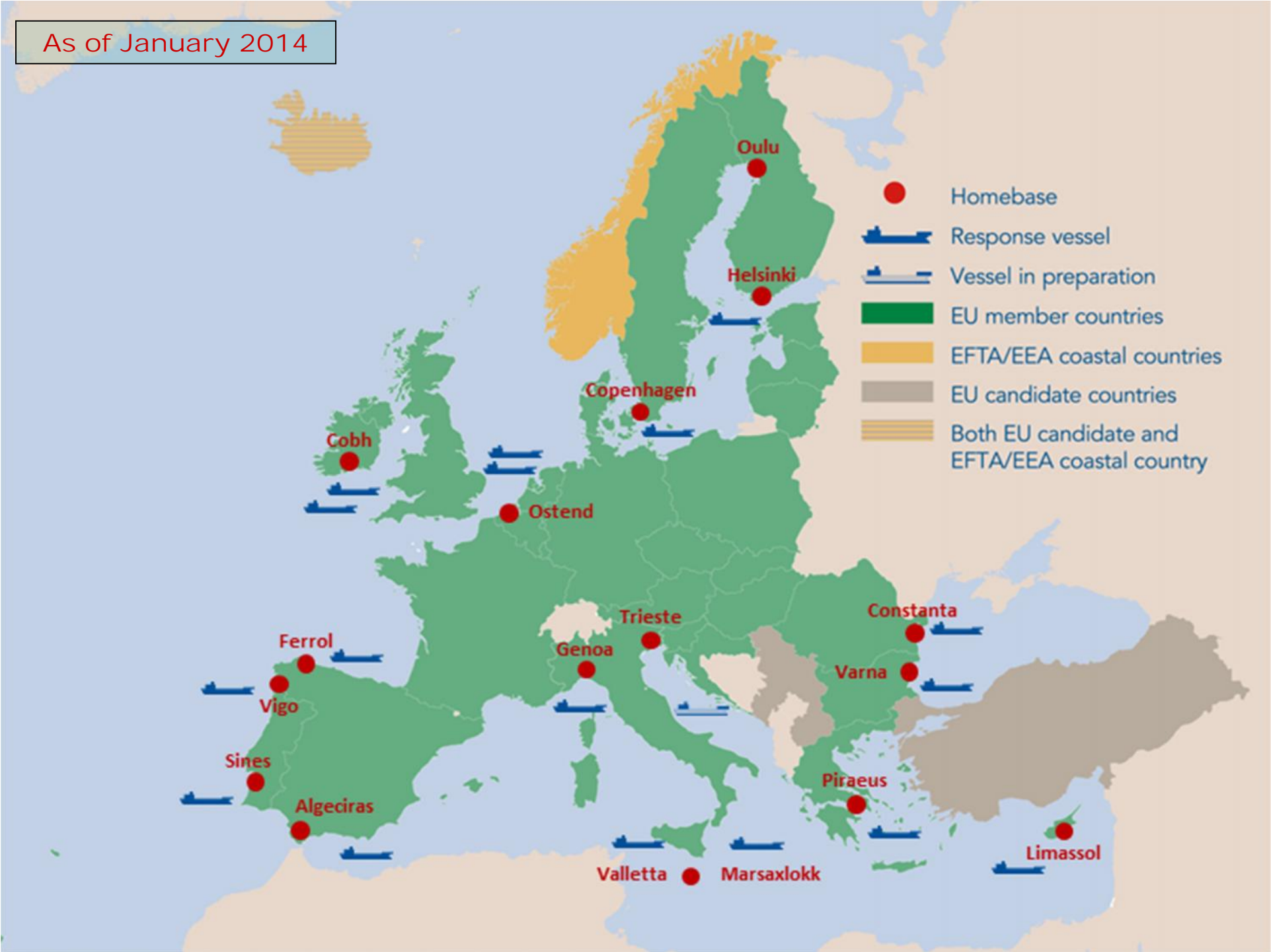
Response to
pollution
caused by oil
and gas
installations

Current EMSA's anti-pollution services

- Network of Stand-by Oil Spill Response Vessels
- CleanSeaNet (CSN) - Oil spill detection system
- Experts and Information



As of January 2014



Tankers



Icebreaker



Type of vessels

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Supply Vessels

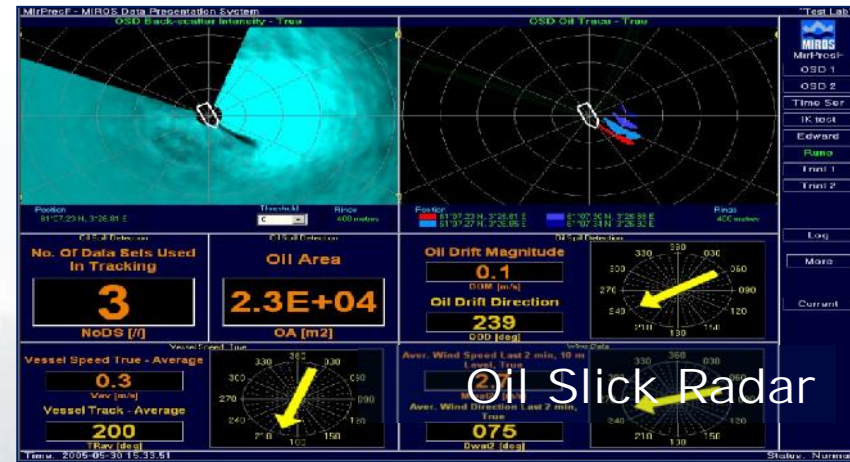


Dredgers





Type of equipment



CleanSeaNet Service

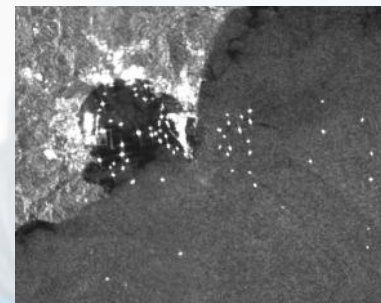
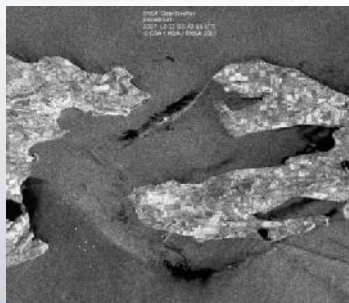
EMSA provides support in case of oil spill emergency upon request of:

- National Maritime Administrations
- Emergency Response Coordination Centre (ERCC) in COM/ECHO

Satellite images are provided via:

- CleanSeaNet emergency ordering
- International Charter for Space and Major Disasters

In case the Charter is activated by the ERCC, EMSA acts as Project Manager co-ordinating the provision of satellite images to National Administrations



EMSA's new task:

Response to Marine Pollution
Originating from Oil and Gas
Installations

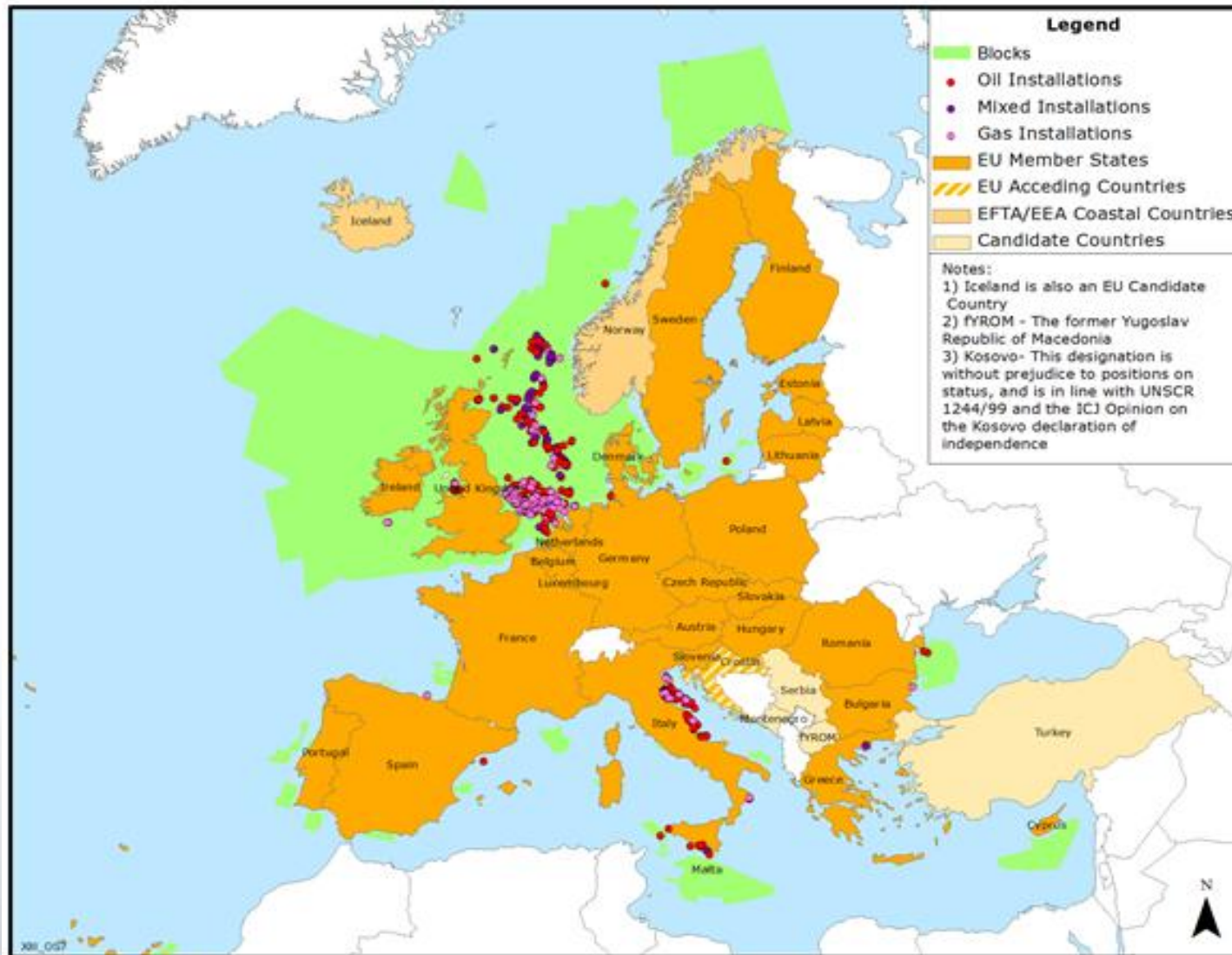
Walter Nordhausen, Ph.D.
Head of Section Cooperation and Information
Pollution Response Services

Background

- ❖ Previous major oil spills originating from offshore installations
- ❖ Offshore oil & gas activities present in European waters
- ❖ Regulatory framework applicable to offshore installations
- ❖ National policies and strategies for responding to oil spills
- ❖ Current availability of pollution response mechanisms
- Revision of EMSA Founding Regulation 1406/2002
- Mandate changed in February 2013



Oil & Gas Installations and exploratory blocks around Europe



EMSA's New Role

➤ EMSA Founding Regulation, Article 1 – Objectives:

“The Regulation establishes a European Maritime Safety Agency for the purpose of ensuring a high, uniform and effective level of maritime safety, maritime security, prevention of, and response to, pollution caused by ships as well as **response to marine pollution caused by oil and gas installations.**”

➤ Article 2 – Core Tasks of the Agency

- support with additional means in a cost efficient way pollution response actions in case of pollution caused by ships as well as **marine pollution caused by oil and gas installations**
- regarding marine oil pollution caused by oil and gas installations, by using its CleanSeaNet service to monitor the extent and environmental impact of such pollution
- provide assistance in case of pollution caused by ships as well as marine pollution caused by oil and gas installations affecting those third countries sharing a regional sea basin with the Union

Action Plan (approved Nov 2013)

- Framework for the implementation of the response to oil pollution caused by offshore installations:
 - Identification of current capabilities
 - Future developments
- Provide Member States with an enlarged range of tools for pollution response:
 - Adaptation of the monitoring & evaluation tools (e.g. CleanSeaNet)
 - Aerial dispersant application services
 - Vessel dispersant application services
 - Stockpiles of dispersants

EMSA/CDI /01 /2014

The Competitive Dialogue Procedure

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Helena Ramón Jarraud
Deputy Head of Unit
Pollution Response Services

Competitive Dialogue Key Issues

1. Procurement Procedure (4 phases)
2. Timetable
3. Guidelines for Preparing and submitting requests to participate in the Competitive Dialogue

Competitive Dialogue procedure Phases

Four phases:

Phase 1 - Pre-selection of candidates (January-March)

Phase 2 – Dialogue phase between EMSA and pre-selected candidates (March-May)

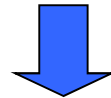
Phase 3 – Tender phase (May-July)

Phase 4 – Evaluation, award and contract signature
(July-October)

Phase 1: Pre-selection of candidates

Publication of Invitation to Submit Request in the OJEU

2 January 2014



Deadline to submit Requests to participate in the dialogue

10 February



Evaluation of Request - Exclusion and Selection Criteria (Enclosure 1 point 12)

Mid February / Mid March 2014



Invitation to Participate in the Dialogue phase

17 March 2014

Phase 2: Dialogue with pre-selected candidates

- Duration of the Dialogue phase: From 18 March to 8 May
- If needed, meetings in Lisbon between EMSA and Pre-Selected Candidates
- Visit to the airplane if necessary

Phase 3: Tender phase

EMSA Invitation to Tender to pre-selected candidates
(Complete service specifications including draft contract)

26 May 2014



Submission of Final Tender

2 July 2014



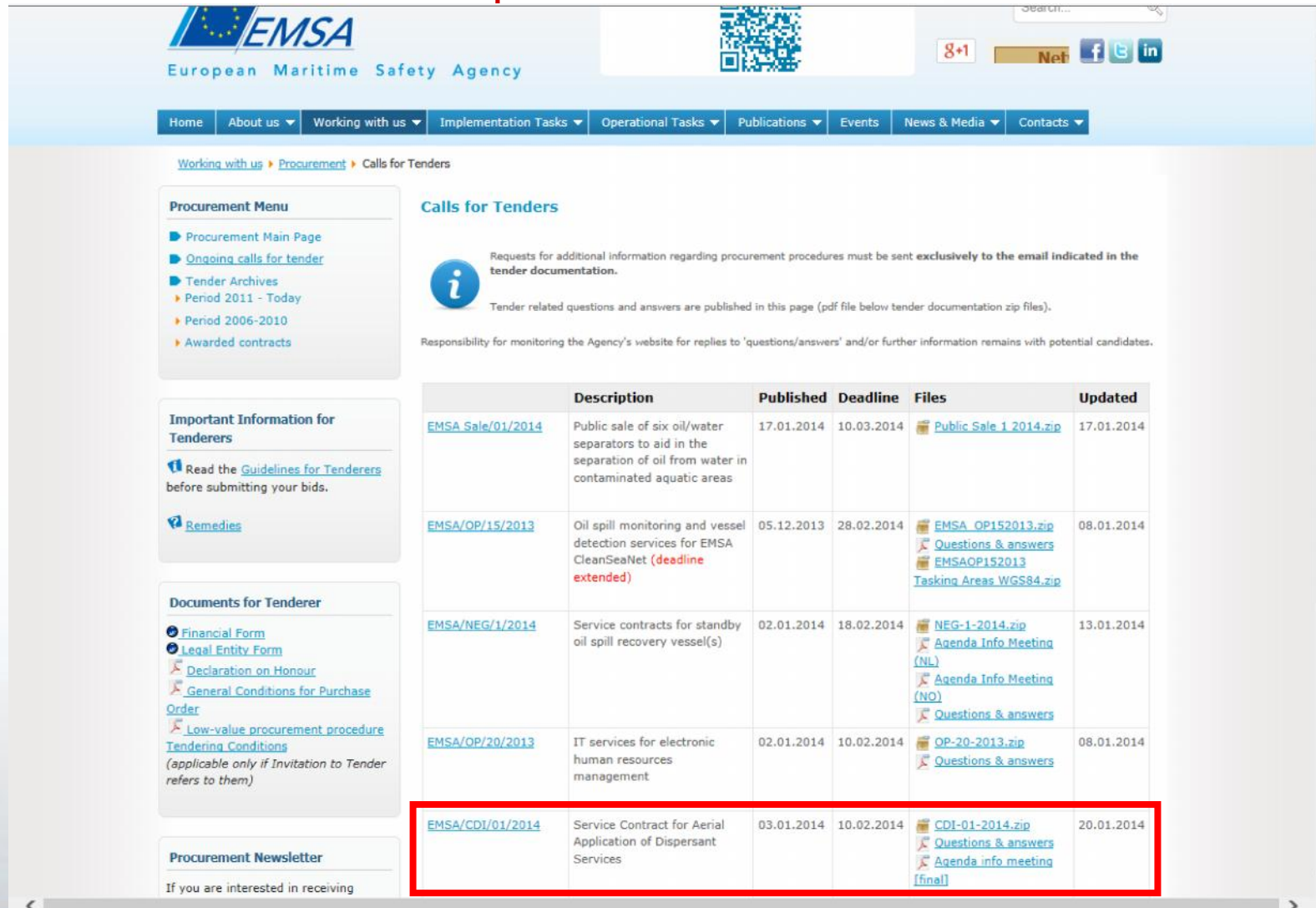
Evaluation of Tenders

July/September 2014

Phase 4: Evaluation, award and Contract signature

- Awarding of the most economically advantageous bid
- Signature of Service Contract
end of October 2014

www.emsa.europa.eu → EMSA/CDI/01/2014



EMSA
European Maritime Safety Agency

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Working with us Procurement Calls for Tenders

Procurement Menu

- Procurement Main Page
- Ongoing calls for tender
- Tender Archives
 - Period 2011 - Today
 - Period 2006-2010
- Awarded contracts

Important Information for Tenderers

- Read the [Guidelines for Tenderers](#) before submitting your bids.
- [Remedies](#)

Documents for Tenderer

- Financial Form
- Legal Entity Form
- Declaration on Honour
- General Conditions for Purchase Order
- Low-value procurement procedure Tendering Conditions (applicable only if Invitation to Tender refers to them)

Procurement Newsletter

If you are interested in receiving

Calls for Tenders

Requests for additional information regarding procurement procedures must be sent **exclusively to the email indicated in the tender documentation.**

Tender related questions and answers are published in this page (pdf file below tender documentation zip files).

Responsibility for monitoring the Agency's website for replies to 'questions/answers' and/or further information remains with potential candidates.

	Description	Published	Deadline	Files	Updated
EMSA Sale/01/2014	Public sale of six oil/water separators to aid in the separation of oil from water in contaminated aquatic areas	17.01.2014	10.03.2014	Public Sale 1 2014.zip	17.01.2014
EMSA/OP/15/2013	Oil spill monitoring and vessel detection services for EMSA CleanSeaNet (deadline extended)	05.12.2013	28.02.2014	EMSA_OP152013.zip Questions & answers EMSAOP152013 Tasking Areas WGS84.zip	08.01.2014
EMSA/NEG/1/2014	Service contracts for standby oil spill recovery vessel(s)	02.01.2014	18.02.2014	NEG-1-2014.zip Agenda Info Meeting (NL) Agenda Info Meeting (NO) Questions & answers	13.01.2014
EMSA/OP/20/2013	IT services for electronic human resources management	02.01.2014	10.02.2014	OP-20-2013.zip Questions & answers	08.01.2014
EMSA/CDI/01/2014	Service Contract for Aerial Application of Dispersant Services	03.01.2014	10.02.2014	CDI-01-2014.zip Questions & answers Agenda info meeting [final]	20.01.2014

Documents Included in Zip File

- Invitation to Submit Request to participate in the Competitive Dialogue
- Description of needs and requirements (enclosure 1)
- Check-List for the candidate
- Template for “Statement of Subcontracting/Joint Offer”
- Legal Entity Form
- Financial Identification Form
- Declaration of Honour

Preparing the Request

DEADLINE
10 February 2014



European Maritime Safety Agency

**Enclosure 2 - Checklist for submitting a request
attached to the Invitation to Submit Request to participate in the Competitive
Dialogue**

**Procurement Procedure N° EMSA/CDI/01/2014 concerning
Service Contract for Aerial Application of Dispersant service**

Document	Check
Request signed by authorised representative <i>Ref. EMSA documentation: Invitation to Submit Request, point 3</i>	<input type="checkbox"/>
Request submitted by 10 February 2014 at the latest <i>Ref. EMSA documentation: Invitation to Submit Request, points 2 & 3</i>	<input type="checkbox"/>
Request submitted in paper: 1 original and 3 copies <i>Ref. EMSA documentation: Invitation to Submit Request, point 3</i>	<input type="checkbox"/>
Request inserted in 2 envelopes, one inside the other. Both envelopes must be sealed. If self-sealed envelopes are used, each envelope must be closed by an adhesive tape with sender's signature across <i>Ref. EMSA documentation: Invitation to Submit Request, point 4</i>	<input type="checkbox"/>
Both envelopes labelled according requirements	

Preparing the Request

Point 11: Legal Form of Service Provider (company/consortium)

DEADLINE
10 February 2014

➤ Individual Company

- Signed Cover Letter: Specify person heading project
- Signed document authorising person to submit the request & sign the contract

➤ Grouping

- Signed Cover Letter: Specify person & company heading project
- Signed document authorising person & company to submit the request & sign contract (copy)
- Template - "Statement of Subcontracting/Joint Offer"

Preparing the Request

Point 11: Legal Entity Form (1 per member of grouping)

- EACH company to complete “Legal Entity Form” (Original) together with the following “Attachments” (Copies):
 - Official Registration Document (Official Gazette, Company Register, etc.)
 - VAT Registration Document (if not included in the above-mentioned document)

Preparing the Request

Point 11: Financial Identification Form

To be filled in and signed by the account holder and the bank or accompanied by a recent bank statement

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FINANCIAL IDENTIFICATION	
PRIVACY STATEMENT	http://ec.europa.eu/budget/library/contracts_grants/info_contracts/privacy_statement_en.pdf
ACCOUNT NAME	
ACCOUNT NAME ①	<input type="text"/> <input type="text"/>
ADDRESS	<input type="text"/> <input type="text"/>
TOWN/CITY	<input type="text"/>
POSTCODE	<input type="text"/>
COUNTRY	<input type="text"/>
① <i>The name or title under which the account has been opened and not the name of the account holder</i>	
CONTACT	<input type="text"/>
TELEPHONE	<input type="text"/>
FAX	<input type="text"/>
E-MAIL	<input type="text"/>
BANK	
BANK NAME	<input type="text"/> <input type="text"/>

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10 February 2014

Preparing the Request

Point 12.2: Exclusion Criteria (per member of grouping) (a)–(f)

Grouping: evaluation per individual company

Evidence

Declaration on Honour

and, if already available

- Extract from judicial record OR Equivalent doc by authority
(bankruptcy/professional conduct/under judgement)
- Certificate from competent authority for Social security/taxes OR if no certificate issued, Sworn/Solemn Statement before judicial authority or notary etc.

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Preparing the Request

Point 12.4: Selection criteria – Economic and Financial Capacity
(per member of grouping)

Information for last 3 financial years (closed accounts)

- Balance sheet
- Statement of Overall Turnover
- P&L account

➔ Evaluated according to International Rating Practice

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Selection criteria - Technical and professional **capacity**

Point 12.5:

- List of up to 3 contracts signed in the last 3 years

- Certificate of professional or commercial registration issued by the competent Authority

- ➔ Grouping: criteria evaluated as a group, not individually

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10 February 2014

Selection criteria

Technical and professional capacity applicable to the airplane

Point 12.6:

- Technical description of the airplane
- Area of operation within the European air space
- Control of the airplane at the time of the contract signature (e.g. agreement with the owner)
- Airplane compatible with a dispersant application system
- The airplane offered must not be contracted by any other public authority for the same type of service
- Dispersant payload between 5 and 20 tonnes, minimum flight range of 350 and preferably over 1000 nautical miles at full payload, with 45 minute flight reserve

General description of **the proposed** arrangement

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10 February 2014

Point 12.7:

- Preliminary description of the proposed arrangement
- Usual area of operation and economic activity
- Proposed location of base
- Draft mobilisation plan
- Direct purchase of the dispersant application system (if applicable)
- Management (storage and transportation) of dispersant (if applicable)
- Any specific critical factor for setting-up the service

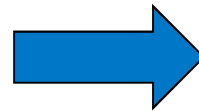
Presenting Request to EMSA

REVIEW CHECKLIST BEFORE SENDING!

- Two sealed envelopes (one inside the other)
- Submission of 1 original paper copy of the request + electronic copy to CDI12014@emsa.europa.eu
- Separation of documentation into Parts A – E
- Justification for non-inclusion of requested documentation
- Request can be in any official language of the EU (preferably in English)
- General Description of Proposed Arrangement (point 12.7): Must include copy in English

Request Evaluation

– exclusion and selection
criteria met?



“Pre-selected
Candidate” invited to
Dialogue

– If not



End of Participation

Dialogue phase

(tentative: From 18 March to 8 May)

- Pre-selected candidates will be sent invitation to participate in Dialogue with exact timeline
- Includes
 - Written exchange
 - Up to three dialogue meetings will be conducted separately with each candidate.
- Purpose : discuss about the general arrangement proposed in the initial solution described in the Requests to Participate for EMSA to evaluate constraints, possibilities, solutions both from an operational and financial point of view.
- Ends with invitation to tender to all pre-selected

*Principles of equal treatment
and non-discrimination.*

Evaluation of tenders

- Technical Award Criteria (70%) including at least the following :
 - Effectiveness of the mobilization plan;
 - Quality and appropriateness of the assets provided (eg. Airplane, equipment;
 - Quality of the proposed team.
- and Price Award Criteria as weighted by percentage (30%)
 - Total price of the service including at least the following elements for the calculation:
 - The fixed price for the availability (Stand-by Phase);
 - Price per flight hour during response operations

Principles of equal treatment and non-discrimination.

Request for Additional Information

*Principles of equal treatment
and non-discrimination.*

- Email: CDI012014@emsa.europa.eu
- “Questions & Answers” published on EMSA website without company name or commercial data

EMSA/CDI /01 /2014

Aerial Dispersant Application Services

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Marian Cirnat
Senior Project Officer
Pollution Response Services

Objectives

Overall objective

- Top-up Member States and industry resources and capabilities

Service specific objectives

- Contracting 1 or 2 airplanes for aerial dispersant application
- European coverage (European waters and shared sea basins)
- Fixed service duration (2 years), renewable twice

Procurement Approach

The procurement procedure will be divided in two lots:

- Lot 1: For a service including one single airplane to be mobilized on request at any time under the contract;
- Lot 2: For a service including the possibility to mobilise up to two airplanes at the same time, allowing for higher response capacity.

Service Requirements

Airplane provider:

- Experience in medium to large size airplane operations
- Control of the airplane at the time of the contract signature

Airplane:

- Capable to operate in Europe in accordance with the existing regulations
- Available dispersant application system, requiring no or minimum modifications to the airplane, flight tested and approved for use
- Not part of any other contractual arrangements in the target area for the same type of service
- Dispersant payload between 5 and 20 tonnes
- Minimum flight range of 350 nm (preferably over 1000 nm) at full payload

Service Phases

Preparatory phase

- Starts following the contract signature
- Preparation of the airplane
- Preparation for storage of the dispersant application system
- Provision of the dispersant application system
- Personnel training
- 6 months maximum duration

Service Phases

Stand-by phase

- Starts once the service is operational
- Airplane continues to perform its normal operations
- Dispersant application system stored at the airplane's home base
- Airplane participates in drills and operational exercises
- 24 months duration

Service Phases

Incident response phase

- Starts following a notification from EMSA (subject to a request)
- 24 hours mobilisation time for the airplane
- Airplane performs dispersant spraying operations
- 21 days of operations, to be extended if agreed by all parties

Contract Structure

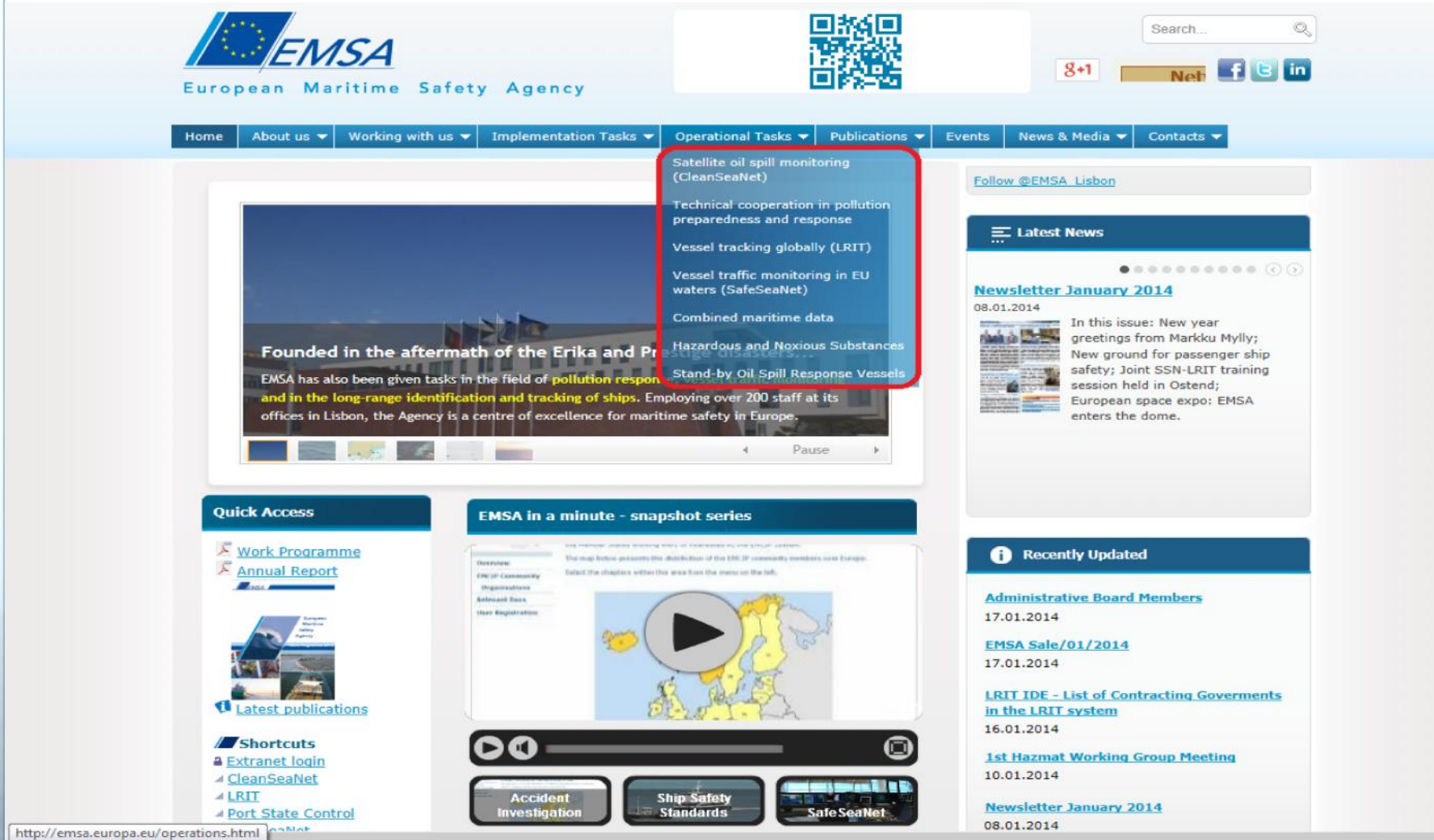
Airplane Availability Contract

- Signed between the airplane provider and EMSA
- Covers the preparatory and stand-by phases
- An annual availability fee paid by EMSA

Incident Response Contract

- Signed between the airplane provider and the requesting party
- Covers the incident response phase
- Airplane operational costs (pre-agreed) paid by requesting party

FURTHER INFORMATION: [HTTP://WWW.EMSA.EUROPA.EU/OPERATIONS.HTML](http://www.emsa.europa.eu/operations.html)



The screenshot shows the EMSA website with the 'Operational Tasks' dropdown menu open. The menu items are:

- Satellite oil spill monitoring (CleanSeaNet)
- Technical cooperation in pollution preparedness and response
- Vessel tracking globally (LRIT)
- Vessel traffic monitoring in EU waters (SafeSeaNet)
- Combined maritime data
- Hazardous and Noxious Substances
- Stand-by Oil Spill Response Vessels

The website header includes the EMSA logo, a search bar, and social media icons. The main navigation bar contains: Home, About us, Working with us, Implementation Tasks, Operational Tasks, Publications, Events, News & Media, and Contacts. The main content area features a video player with the text: "Founded in the aftermath of the Erika and Prestige disasters... EMSA has also been given tasks in the field of pollution response and in the long-range identification and tracking of ships. Employing over 200 staff at its offices in Lisbon, the Agency is a centre of excellence for maritime safety in Europe." Below the video are sections for 'Quick Access' (Work Programme, Annual Report, Latest publications, Shortcuts) and 'EMSA in a minute - snapshot series' (Accident Investigation, Ship Safety Standards, SafeSeaNet). The right sidebar contains 'Follow @EMSA Lisbon', 'Latest News' (Newsletter January 2014), and 'Recently Updated' (Administrative Board Members, EMSA Sale/01/2014, LRIT IDE - List of Contracting Governments in the LRIT system, 1st Hazmat Working Group Meeting, Newsletter January 2014).

The image features a background of a large industrial ship at sea during sunset. The sun is low on the horizon, creating a bright, shimmering reflection on the water's surface. The sky is filled with soft, golden clouds. In the upper center, there is a blue rectangular box containing the text 'EUROPEAN MARITIME SAFETY AGENCY' and 'QUALITY SHIPPING, SAFER SEAS, CLEANER OCEANS' in white, sans-serif font. The ship in the foreground is silhouetted against the bright sky, showing various structures, cranes, and masts.

EUROPEAN MARITIME SAFETY AGENCY
QUALITY SHIPPING, SAFER SEAS, CLEANER OCEANS

THANK YOU FOR YOUR ATTENTION !