# EMSA OP/5/2015:

# Framework contract(s) for the supply of specialised oil pollution response (OPR) equipment

## Information Meeting

**Lisbon, 22 April 2015**

# EMSA/OP/05/2015:
# Purpose of the Information Meeting

1. **Objective, scope and type of procedure**
2. Tender criteria
3. Overview of equipment supply for EMSA Oil Pollution Response (OPR)services
4. How to submit a tender
5. Description of the Framework Contract and its implementation
6. Guidelines for submitting an offer
7. Timetable

# 1. Objective

- **Supply of oil pollution response equipment (OPR)**
- **Provision of ancillary services (if applicable): Commissioning, Training and Acceptance Test**
- **Delivery place: EU Member States and EFTA countries**

# 1. Scope

- **Division into 7 lots**
- **Separate Offers for two or more lots are accepted**
- **If different technical solutions are offered for one lot: they must be presented as separate offers in separate envelopes**

# 1. Type of procedure

**Open procedure**

**(publication of Contract Notice on the Official Journal)**

**Any economic operator who is interested may submit a tender**

**THIS IS NOT A DIALOGUE NOR A NEGOTIATION**

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# 2. Tender criteria

## Tender Criteria

- **a) Exclusion Criteria – Satisfactory / Non-satisfactory**

- **b) Selection Criteria - Satisfactory / Non-satisfactory**

**NON-COMPLIANCE WITH 1 EXCLUSION OR SELECTION CRITERION – GROUND FOR NON - ADMISSION**

- **c) Award Criteria – Competition (“preferred” evaluated higher)**

# 2. Exclusion criteria (points 13, 14.2 -14.3 of Tender Specifications)

- **Declaration on Honour duly filled and signed**
- ***Additional evidences to be provided if the contract is awarded***

## Selection criteria: Economic and Financial Capacity

- Financial statements for the last 3 years
- Statement of overall turnover and turnover of relevant services for the last 3 financial years

# 2. Selection criteria: Technical and Professional Capacity (point 14.5 of Tender Specifications)

## Selection criteria: Technical and Professional Capacity

- **Experience in the field of OPR equipment manufacturing**
- **Compliance with the selection criteria set in the Annexes of the Tender Specifications**

# 2. Award Criteria (point 15 of Tender Specifications)

## Evaluation of tenders:

- **Quality criteria 60% (point 1 of the Annexes)**
- **Price criteria 40% (point 2 of the Annexes)**

# 2. Award Criteria: Quality criteria (point 15 of Tender Specifications)

| | | Quality criteria and description of the equipment | Weight |
|---|---|---|---|
| Minimum 60% | 1 | Quality and appropriateness of the equipment | 25% |
| | 2 | Quality of the proposed arrangement for storage, transportation and operation of the equipment | 10% |
| | 3 | Complexity of the maintenance requirements for the equipment | 5% |
| | 4 | Completeness of the repair tools and spares for the equipment | 10% |
| | 5 | Efficiency of the equipment | 20% |
| | 6 | Quality of the factory acceptance test (FAT) | 10% |
| | 7 | Quality of the plans for Commissioning and Training | 5% |
| | 8 | Duration of the extended warranty and efficiency of post-sale service | 10% |
| | 9 | Quality, appropriateness and completeness of “other ancillaries” | 5% |

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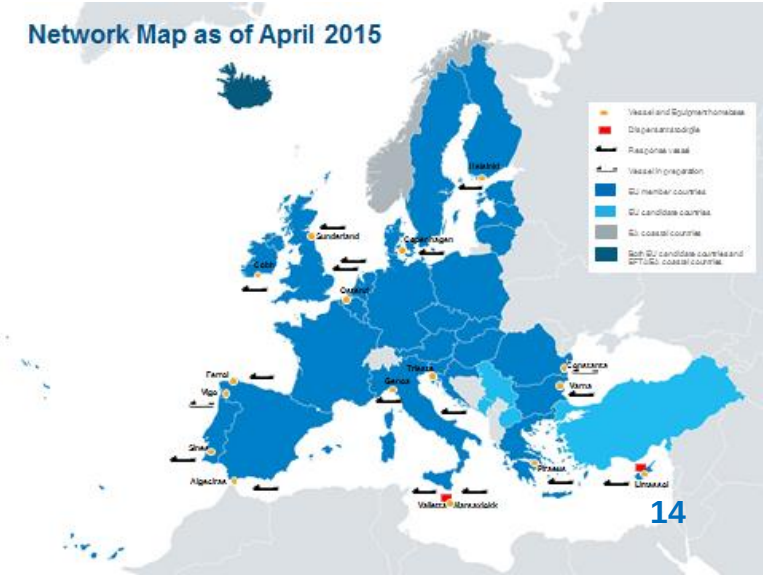
# 3. Overview of equipment supply for EMSA OPR services

## EMSA Pollution Response Services: Actual & Near Future

- **Network of Stand-by Oil Spill Response (OSR) Vessels**
- **Stand Alone Equipment Assistance Service**



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# 4. Overview of Lots

## 7 Lots – 3 Response Techniques

| Lot No | Type of system | Reference for the technical description |
|---|---|---|
| 1 | **Fire boom without cooling system** | Annex 1 |
| 2 | **Inflatable fire boom with cooling system** | Annex 2 |
| 3 | **High speed containment, decanting and recovery system (20-40 meters front opening)** | Annex 3 |
| 4 | **High speed containment, decanting and recovery system (over 40 meters front opening)** | Annex 4 |
| 5 | **Integrated containment and recovery system** | Annex 5 |
| 6 | **Oil trawl nets** | Annex 6 |
| 7 | **Portable dispersant spraying system** | Annex 7 |

# 4. How to submit a tender - Overview of technical requirements

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## ANNEX 1
### FIRE BOOM WITHOUT COOLING SYSTEM

**Evaluation criteria and requirements of the system (Part D of the Bid template for lot 1)**

Fire boom is used to contain oil to be burned in an onsite (in situ) burn operation or to protect areas spilled with burning oil. The fire boom must be built with intrinsically fire resistant materials and it must not be fitted with a cooling system. The system must include the ancillaries necessary for its autonomous operation on board a vessel. All suitable components should be hydraulically driven. The systems should be certified to operate in Hazardous Area Zone II according to the ATEX directive (ATEX 94/9/EC) or similar.

The whole system must be designed in such a way that it can be installed and operated on deck of any vessel without any specific or customised pre-fitting if the vessel is fitted with twist-locks for standard ISO container(s) (i.e. 10 or 20 feet).

The boom must be segmented/divided in sections, preferably between 10 to 30 meters, that can be easily replaced when damaged during regular use. The separate sections of the boom will have standard connectors, with preference for ASTM connectors.

The boom must have an overall height between 700 and 1300mm and a minimum freeboard of 250 mm.

The boom should be easily operated (deployment and retrieval) minimising the man-power necessary for these operations; thereby a lighter boom is preferred. The fire boom should be easily maintained, transported and stored.

The fire boom must be designed for operation and towing in open sea. In terms of breaking strength (BS), the towing lines must have a lower value than the connectors (e.g. shackles) and around 75% of the boom value.

The complete set, comprising the fire-booms, bridles and towing lines as well as any other ancillaries (i.e. reel) should be packed in containers (containers) to facilitate transportation and storage.

General Description

Name of the System

**Please complete the space highlighted in grey in the tables below:**

| | |
|---|---|
| **Indicate the name of the system that is offered:** | |

# 4. How to submit a tender- Technical requirements (Selection criteria)

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## ANNEX 1
### FIRE BOOM WITHOUT COOLING SYSTEM

**SELECTION CRITERIA**

**Tenders not complying with all the following selection criteria will not be evaluated further:**

YES

NO
means rejection

Details on compliance

| Item N. | SELECTION CRITERIA | Compliance Yes/No | COMMENTS |
|---|---|---|---|
| 1 | The system offered is built with intrinsically fire resistant materials and it is not fitted with a cooling system. | | |
| 2 | The material (including connections) can withstand repeated fire exposure due to the oil in-situ burning activities, during which should maintain adequate flotation and the containment of a layer of oil up to 20 mm in thi | | |
| 3 | The boom ha mm and a minimum fre | | |
| 4 | The boom is easily divided in segregated parts/segments/sections. | | |
| 5 | The fire boom is stored, transported and operated from ISO Certified container(s) fitted with twist locks for installation on board a vessel. Alternatively the system might also be operated directly from deck. | | |
| 6 | Towing lines breaking strength < connectors. | | |
| 7 | The system has a proven record of use in open sea. | | |
| 8 | Minimum warranty period of 2 years. | | |
| 9 | System includes all necessary ancillaries for operation from a vessel. | | |

# 4. Award Criteria (point 15 of Tender Specifications)

## Evaluation of tenders:

- **Quality criteria 60% (point 1 of the Annexes)**
- **Price criteria 40% (point 2 of the Annexes)**

# 4. How to submit a tender- Technical requirements (Quality criteria)

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## ANNEX 1
### FIRE BOOM WITHOUT COOLING SYSTEM

Quality Criterion

**POINT 1. QUALITY CRITERIA AND DESCRIPTION OF THE EQUIPMENT**

Bids shall be evaluated in accordance with the Quality Award Criteria ($Q_i$) and their associated weightings ($W_i$) as prescribed here below:

| | | |
|---|---|---|
| **Quality Criterion Q 1.** | **Quality and appropriateness of the fire-boom without cooling system for the EMSA pollution response services based on the information provided below** | **25%** |

**Please provide the following information relevant for the evaluation of this quality criterion:**

- Provide design, materials, total weight and characteristics (ballast type and weight, buoyancy to weight ratio, free-board height, tensile strength, abrasion resistance, fabric tear strength, puncture strength, floating system) of **1 fire-boom set**, comprising:
  - 150 m (or approximately) length of fire-booms, overall height between 700 and 1300mm and a minimum freeboard of 250 mm;
  - Bridles and towing lines;
  - Any other ancillaries necessary for its autonomous operation.

Evidence of compliance (i.e. reference to the manual

- Indicate if the equipment is certified under the Standard "ASTM F2152" or has an equivalent quality certification (if yes, please specify):

- Specify the number of times the same set can be used under its optimum burn exposure/cool down cycle:

# 4. Award Criteria: Quality criteria (point 15 of Tender Specifications)

| | | Quality criteria and description of the equipment | Weight |
|---|---|---|---|
| Minimum 60% | 1 | Quality and appropriateness of the equipment | 25% |
| | 2 | Quality of the proposed arrangement for storage, transportation and operation of the equipment | 10% |
| | 3 | Complexity of the maintenance requirements for the equipment | 5% |
| | 4 | Completeness of the repair tools and spares for the equipment | 10% |
| | 5 | Efficiency of the equipment | 20% |
| | 6 | Quality of the factory acceptance test (FAT) | 10% |
| | 7 | Quality of the plans for Commissioning and Training | 5% |
| | 8 | Duration of the extended warranty and efficiency of post-sale service | 10% |
| | 9 | Quality, appropriateness and completeness of “other ancillaries” | 5% |

# 4. How to submit a tender -Financial offer for the supply of equipment

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## ANNEX 4
### HIGH SPEED CONTAINMENT, DECANTING AND RECOVERY SYSTEM (OVER 40 FRONT OPENING)

**POINT 3. PRICE OFFER TEMPLATE**

Bids shall be evaluated in accordance with the Prices for Evaluation ($P_i$) and their associated factor ($F_i$) as described here below:

| Factor ($F_i$) | LIST OF PRICES FOR EVALUATION | | | PRICE in EUR ($P_i$) |
|---|---|---|---|---|
| 1 | Price for each individual item that is part of the system and can be purchased individually (i.e. boom, reel(s), power unit(s), air compressor(s), hydraulic hoses, air hoses, towing arrangement, etc.) as described under Point 2 – Q1. | | NAME | |
| | | Item 1. | | |
| | | Item 2. | | |
| | | Item 3. | | |
| | | Item 4. | | |
| | | Item 5. | | |
| | | Item 6. | | |
| | | Item 7. | | |
| | | Item 8. | *(add more lines if needed)* | |
| 1 | Price of Certified ISO Container(s) including twist locks for storage and transportation of 1 system including all necessary ancillaries for its autonomous operation on board a vessel (i.e. boom, reel(s), power unit(s), air compressor(s), hydraulic and air hoses, towing arrangement, boom vane, etc.) as described under Point 2 – Q2. | | | |
| 1 | Price of repair tools and spares for the system as described under Point 2 – 4. | | | |
| 2 | Price for the purchase of a complete system including all the items listed above in this table (all the individual items + ISO Container(s) for storage and transportation + repair tools and spares) | | | |

Factor for calculation

Add more lines if needed

Prices in Euro

# 4. How to submit a tender- Financial offer for the supply of ancillaries services and "other ancillaries"

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## ANNEX 4

### HIGH SPEED CONTAINMENT, DECANTING AND RECOVERY SYSTEM (OVER 40 FRONT OPENING)

| Factor ($F_i$) | LIST OF PRICES FOR EVALUATION (continuation) | | PRICE in EUR ($P_i$) |
|---|---|---|---|
| 1 | Price for on-site commissioning of the full system of equipment as described under Point 2 – Q7. | | |
| 2 | Price for a two day on-site training as described under Point 2 – Q7. | | |
| 1 | Price for attendance to the operational acceptance test upon delivery of the equipment | | |
| 2 | Transportation of 1 complete system (all the individual items + ISO Container(s) for storage and transportation + repair tools and spares). | Price per 1 km (Road transport) will be multiply by a 1,000 kilometres for evaluation proposes | |
| | | **Total for evaluation ($\Sigma P_i \times F_i$)** | |

Tenderers are invited to fill in the table below with the prices of "other ancillaries" as listed under Quality criterion N.9. These prices will not be considered for the evaluation process. Nevertheless these prices will become part of the contract. EMSA may decide to purchase "other ancillaries" on the basis of the prices indicated below. Please add more lines if it is necessary.

| Item N. | LIST OF PRICES FOR OTHER ANCILLARIES (NOT FOR EVALUATION) | PRICE in EUR |
|---|---|---|
| 1. | | |
| 2. | | |
| 3. | | |

Any other relevant ancillary

## Key elements:

- **Fill-up grey boxes only**: any modification to the requirements will result in exclusion of the bid
- **Equipment manual**
- Tenders that offer **more ancillaries** are evaluated higher
- If you have 2 systems that may comply – **Complete 2 bids for one lot**

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# 5. Framework Contract (FWC) for the supply of OPR equipment

- **One FWC per lot**
- **Maximum budget per lot: EUR 7,000.000 (no to be consumed)**
- **Duration of the FWC: 4 years**

**NO OBLIGATION ON THE PART OF EMSA TO PURCHASE**

# 5. Description of the FWC (Enclosure 2 to the Invitation to tender)

- **Contract between EMSA and the awarded tenderer**
- **Legal, financial, technical and administrative provisions**
- **<u>The FWC does not entail an *order per se*</u>**

# 5. FWC implementation process

## EMSA request for Quotation:

- **Transportation cost from the factory to the delivery place specified by EMSA**
- **Time of delivery: maximum 6 months from the specific contract signature**
- **Pre-financing request to be confirmed**

# 5. Specific Contract (Annex III to Enclosure 2 to the Invitation to tender)

## Specific Contract:

- Signed upon EMSA's initiative
- **Quantity** of the equipment components, **Time and Place of delivery** and **Price**
- If applicable, terms and conditions to perform **ancillary services** (i.e. on-site training service, commissioning and Acceptance Test)

**THE SPECIFIC CONTRACT WILL BE IN LINE WITH THE CONDITIONS SET IN THE FWC**

# 5. Factory Acceptance Test (FAT)

- Date + Schedule for the FAT communicated **4 weeks** in advance
- EMSA representative may attend the FAT
- **FAT Report** to be sent within one week from the test
- In case of negative assessment, the FAT will be repeated

**EQUIPMENT DELIVERY IS SUBJECT TO THE POSITIVE ASSESSMENT OF THE FAT**

# 5. Payment scheme

## Pre-financing:

**Up to 30% of total price**

- **Following signature of a specific contract**
- **If requested by the contractor in reply to the request for quotation**
- **For specific contract >EUR 60,000 a pre-financing guaranty may be requested**

# 5. Payment scheme

## Payment of the balance:

### Option a) After delivery of the equipment:

**Pending issue of Certificate of Conformity by EMSA**

### Option b) After Acceptance of the Final Technical Report:

**If ancillary services are agreed in the specific contract following delivery of the equipment**

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# 6. Guidelines for submitting an offer

## Invitation to Tender enclosures

**Enclosure 1.Tender Specifications + annexes:**

- **Annex 1: Fire boom without cooling system**
- **Annex 2: Inflatable fire boom with cooling system**
- **Annex 3: High speed containment, decanting and recovery system (20-40 m front opening)**
- **Annex 4: High speed containment, decanting and recovery system (over 40 m front opening)**
- **Annex 5: Integrated containment and recovery system**
- **Annex 6: Oil trawl nets**
- **Annex 7: Portable dispersant spraying system**

**Enclosure 2. Draft Framework Contract + annexes:**

- **Annex III: Draft Specific Contract**
- **Annex IV: Model letter for pre-financing**

**Enclosure 3. Statement of Subcontracting/Joint Offer**

**Enclosure 4. Tenderer's Checklist**

**Enclosure 5. Bid Template**

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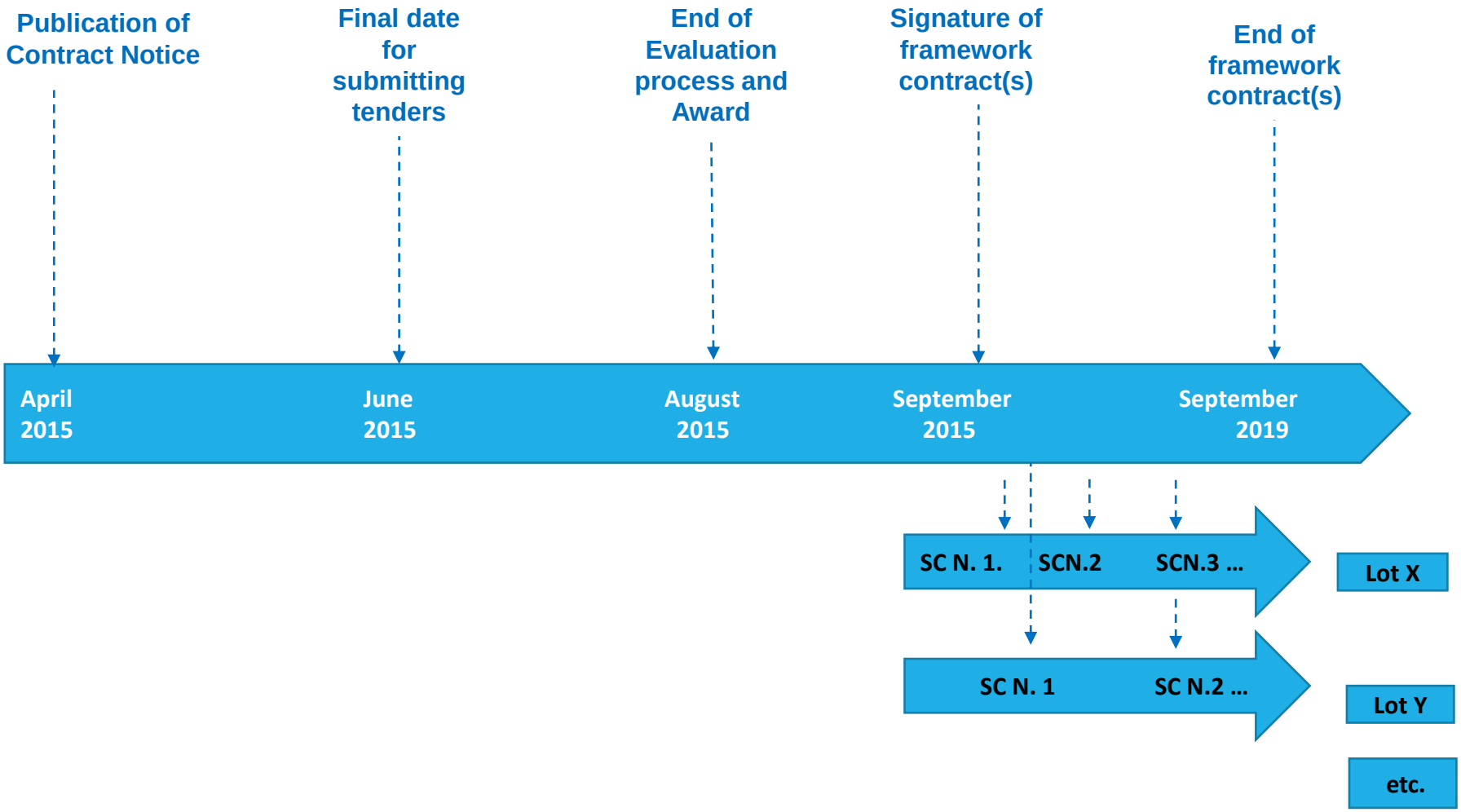
# 7. Timetable

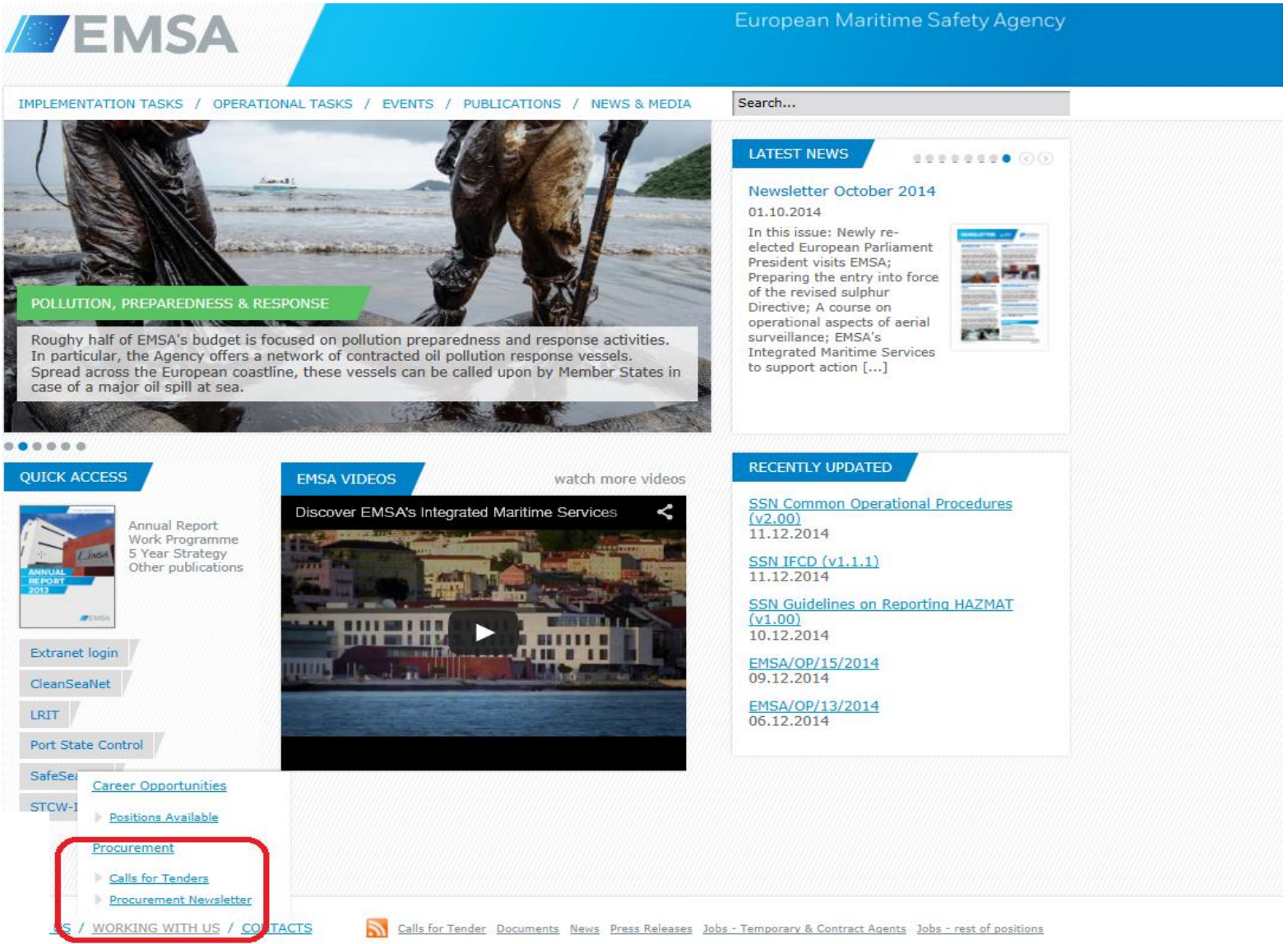

Publication of Contract Notice
Final date for submitting tenders
End of Evaluation process and Award
Signature of framework contract(s)
End of framework contract(s)
April 2015
June 2015
August 2015
September 2015
September 2019
SC N. 1.
SCN.2
SCN.3 …
Lot X
SC N. 1
SC N.2 …
Lot Y
etc.

# 7. Timeline - Next dates

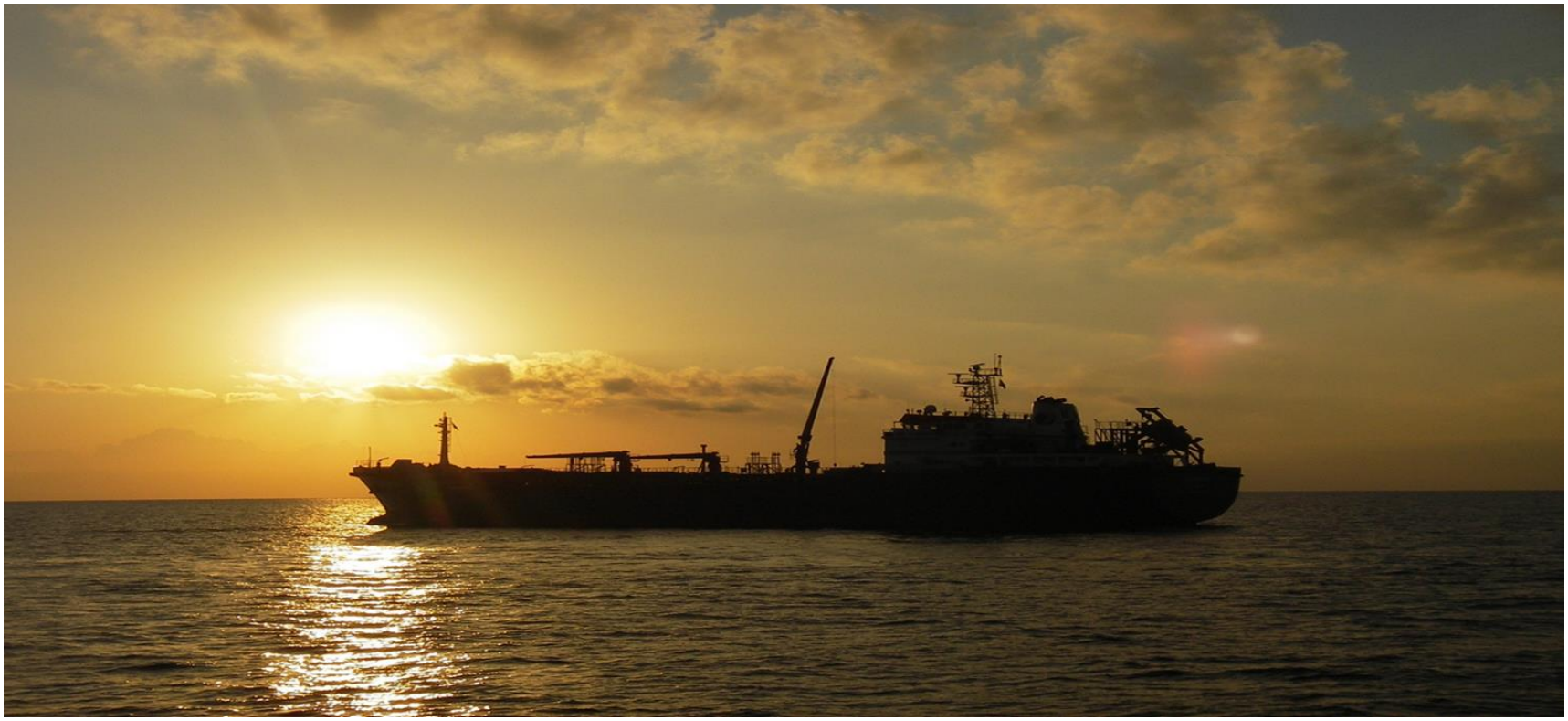
| Event | Comment | Indicative date |
|---|---|---|
| **Publication of the Contract Notice on the OJ** | Tender documentation available on EMSA website | **8 April 2015** |
| **Final submission date** | Submission of Bid Template + relevant documents | **5 June 2015** |
| **Opening session** | Tenderers (one representative per company) may attend the opening of the bids | **15 June at 15.00h (Lisbon local time)** |
| **Evaluation process** | Awarding of the FWC(s) | **August 2015** |
| **Contract signature** | | **September 2015** |

# Detailed information

## www.emsa.europa.eu/work/procurement.html



# THANK YOU FOR YOUR ATTENTION!



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