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TRANSITION.

REQUEST FOR PROPOSAL
DATE: December 5, 2023
GUYANA DEEP WATER OPERATIONS INC.
A Subsidiary of SBM OFFSHORE
GDO-SCM-062

REQUEST FOR PROPOSAL (RFP)
ON BEHALF OF GUYANA DEEP WATER OPERATIONS INC. (GDO)

GDO-SCM-062

FOAM SAMPLE ANALYSIS

RFP Number: GDO-SCM-062
Scope of Supply: Firefighting Foam Sample Analysis
RFP Issued by: Narima Rodrigues
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E-mail Address: narima.rodrigues@sbmoffshore.com



SECTION 0 - GENERAL INFORMATION

1. BACKGROUND

Guyana Deep Water Operations Inc. (GDO), hereinafter referred to as the "Company", a subsidiary of SBM Offshore, is the operator of the Liza DESTINY, Liza UNITY and PROSPERITY Floating Production, Storage and Offloading (FPSO) vessels. SBM Offshore provides floating production solutions to the offshore energy industry, over the full product life cycle. The Company is market-leading in leased floating production systems with multiple units currently in operation and has unrivalled operational experience in this field. The Company's main activities are the design, supply, installation, operation and life extension of Floating Production, Storage and Offloading vessels. These are either owned and operated by SBM Offshore and leased to its clients or supplied on a turnkey sale basis.

2. GUYANESE CONTENT

Guyanese content development is the key factor to the success of our operations. We are committed to establishing Guyanese partnerships and developing local content. Thus, at technical and commercial similarities between bidders, we will consider the following preference:

1. Guyanese Company (*as per definition in Act No. 18 of 2021, LOCAL CONTENT ACT 2021*)
2. Non - Guyanese Company

It is our commitment for long-term sustainability to create social and commercial benefits for Guyana whenever possible without jeopardising the HSSE and Quality of the products and services to be delivered as well as for our crew and facilities. Companies answering the RFI will have to present their involvement in the Guyana community and/or any involvement in sustainability projects or development in Guyana.

SECTION 1 - INSTRUCTIONS TO SUPPLIERS

1.1. GENERAL

The PURCHASER has the right to refuse any proposal that does not duly meet the requirements detailed in this document.

The SUPPLIER shall restrict the communication to the Focal Point informed by the PURCHASER on the cover page of this document. Except for the cases when there is prior written consent by the PURCHASER focal point, any other kind of contact will be considered a breach of trust, and it may cause the SUPPLIER disqualification.

The PURCHASER shall not be charged for any cost/expense incurred by the SUPPLIER during the bidding process. Document, specification, proposal, or any other information, hereinafter simply referred to as proposals, shall be delivered entirely free of charge at the sole risk and expense of the SUPPLIER, in accordance with the following instructions.

1.2. SUBMITTING BID DATE

The proposal shall be sent to the focal point e-mail by **December 19, 2023**, COB (Close of Business, 17:00hrs.)

Unless previously approved in writing by the focal point, any proposal delivered after the stipulated date or outside the instructions given in this Request For Proposal (RFP) shall not be considered.

1.3. LIMIT DATE OF THE PROPOSAL

The proposal must be valid, firm, binding and irrevocable for a minimum period of ninety (90) days of the RFP deadline.

1.4. PROPOSAL CURRENCY

The proposal shall be sent in Guyanese (GYD) or US (USD) currency.

1.5. COMMERCIAL AND TECHNICAL PROPOSAL MUST INCLUDE:

- Price Table
- Prices presented shall be fixed and non-adjustable for the period of the service
- Company details: Legal name, address, and contact details (e-mail and telephone numbers), including, if applicable, Joint Venture Agreement, Subcontractor Agreement or Local Content Certificate
- Brief description of how you propose to execute the scope
- Payment Term: Following receipt of a correctly submitted invoice, the PURCHASER shall pay the amount due within thirty (30) days to SUPPLIER
- Taxes: Include in the prices all applicable taxes and mention all the taxes considered, in accordance with the type of services offered in the proposal except the Value Added Tax (VAT) if applicable.
- Bank Details,
- Company Services, Product Portfolio and Offices location including the testing facility proposed and or third-party testing facility to be used
- Accreditation of laboratory and personnel proposed
- Similar services performed for the past two (2) years
- How long the company has been active in the market
- Company Organogram
- The OFFER shall be separated into COMMERCIAL and TECHNICAL sections

1.6. BID EVALUATION

The PURCHASER grants equality of opportunities to the SUPPLIERS.

The Proposal will not be opened in public, and the content will not be divulged by the PURCHASER.

The PURCHASER reserves the right to grant, at its sole discretion, any part of this RFP and not its entirety. The SUPPLIER shall indicate clearly in the proposal whether and to what extent a partial contracting would affect the conditions presented.

The PURCHASER reserves the right to grant, at its sole discretion, any proposal other than one of lower value, in whole or in part, with or without notification of the reasons or decide to perform the scope of this RFP in any other way elected by the PURCHASER which may include the complete cancellation of this BID.

1.7. COMPLIANCE

The PURCHASER maintains a solid Compliance program and strict rules of qualification and monitoring of its suppliers, as well as contractual clauses and/or terms and conditions inserted in our contracts and purchase orders. By submitting your Letter of Acceptance and Proposal, you, and the SUPPLIER Company you represent attest that both of you agree to such rules and conditions.

The information regarding the PURCHASER's Code of Conduct and Anti-Corruption Policy and Compliance Guide can be found on our website at <https://www.sbmoffshore.com/who-we-are/our-ethics/anti-corruption/>. Additional information regarding the rules and conditions of our Compliance Program may be requested directly from the focal point of the PURCHASER responsible for this BID process.

1.8. LIABILITY INSURANCE

Liability insurance in force shall be forwarded together with the Technical and Commercial proposal by e-mail on **December 19, 2023**.

1.9. VENDOR QUALIFICATION

Please note that your company must be qualified as a supplier in the PURCHASER's system if it is selected for the execution of the services outlined in this RFP.

Be aware that it is a requirement to complete the qualification process before the commencement of services and contract signing. The PURCHASER will follow the beginning of the qualification process only with the winning SUPPLIER. The general documentation will be valid for a maximum of 3 years (unless specified in the document). If you have already uploaded the required documentation in the past but it has expired, an update is required.

Remember that the PURCHASER will only be allowed to qualify the vendor with the correct set of documents attached to the order.

Be aware that the SUPPLIER must sign and send back with its proposal the **Non-Disclosure Agreement (NDA)** with its proposal. Non-reception of the signed NDA will forfeit the SUPPLIER to the tender Award.

1.10. RFP INSTRUCTIONS

All documents required (Company information spreadsheet, NDA) shall be delivered to the following email addresses before the RFP due date, **December 19, 2023, COB** (Close of Business, 17:00hrs). No delay or extension will be granted.

narima.rodrigues@sbmoffshore.com

GuyanaDeepwaterOperationsInc@SBMOffshore.com

The email title format must be as follows: **GDO-SCM-062 - Foam Sample Analysis - Your Company Name - Final RFP Submission**

SECTION 2 - SCOPE OF SUPPLY

2.1.OBJECTIVE OF SERVICE

Foam concentrates and foam solutions deteriorate over time, and require regular testing to ensure continuous performance.

The objective of the scope is to provide a proposal for the Annual Testing of the Firefighting Foam onboard FPSO Liza Destiny, FPSO Liza Unity and FPSO Prosperity using the Foam Concentrate Analysis Method and Produced Foam Analysis Method.

The test methodologies adopted for the Foam Concentrate Analysis and the Produced Foam Analysis should be conducted according to IMO Circ. 1312 Standards and follows the frequency of testing and analysis detailed in the price schedule. A report must be provided of the analysis.

Testing should be carried out at laboratories or authorized service suppliers acceptable to the client. These laboratories should be manned by trained and component staff, have established procedures, and a history of repeatable testing.

Test Properties for - Low Expansion - Foam Concentrate Analysis

- Appearance (visual)
- Refractive index
- Density g/mL
- Viscosity, cps
- pH
- Sediment, %
- Expansion Ratio
- 25% drainage time
- Spreading Coefficient, dynes/cm

Test Properties for - Low Expansion - Produced Foam Concentrate Analysis

- Appearance (visual)
- Refractive index
- Density g/mL
- Estimated Concentration, % by Volume

The accepted method for measuring foam concentrate percentage in sea water is the refractive index method

Test Properties for - High Expansion - Foam Concentrate Analysis

- Appearance (visual)
- Refractive index
- Density g/mL
- Viscosity, cps
- pH
- Sediment, %
- High Expansion Ratio
- 50% drainage time
- Spreading Coefficient, dynes/cm

See Attachments for the Respective Foam Data Sheets

2.2. PRICES

For the performance of the Services outlined in the Contract, the PURCHASER shall pay the SUPPLIER the prices and rates and they shall be firm, fixed, and non-adjustable from the effective date until the completion date of the contract. The measurement for services may occur at the end of the activity execution detailed in the PO.

PRICE SCHEDULE				
Item No.	Description	Unit	Quantity	Unit Cost
Samples collected offshore by Client and sends samples onshore for collection and testing by Suppliers				
1	Annual Foam Concentrate Analysis	Each	13	
2	Annual Produced Foam Analysis	Each	1	
3	Clean Sea Water Sample	Each	4	
Offshore Testing				
4	Annual Foam Concentrate Analysis	Each	1	
5	Annual Produced Foam Analysis	Each	1	
6	Clean Sea Water Sample	Each	1	
7	Fire System Engineer Fees Offshore (12 hours /day)	Each	3	
8	Rental of Equipment & Test Kits	Sum		
9	Documentation Fees- Procedures & Fees	Sum		
10	Mobilization Fee(airfare, hotel accommodations, transportation, meals etc)	Sum		
11	TOTAL			