



Expression of Interest

Marine Agency Services

Saipem is one of the world leaders in drilling services, as well as in the engineering, procurement, construction and installation of pipelines and complex projects, onshore and offshore, in the oil & gas market. The company has distinctive competences in operations in harsh environments, remote and deepwater areas. Saipem provides a full range of services with “EPC” and “EPCI” contracts (on a “turn-key” basis) and has distinctive capabilities and unique assets with a high technological content.

We are committed to assisting with the development of the people and the utilization of their resources where we operate. Hence, we invite companies that fulfill the Local Guyanese Content law to submit an Expression of Interest (EOI) for the upcoming opportunities in the area(s) listed herein.

The supply/service(s) would be performed in Guyana to support our in-country operations.

Notes:

1) All interested companies are informed that Saipem may at its sole discretion enter into a contract with a company according to this “Expression of Interest” and consequent competitive tender process. Also, the contracted company must be at the time of the contract execution a “Guyanese company” according to the Guyana Local Content Act No. 18 of 2021, Part I, 2, and be registered in the “Local Content Register” of Guyanese companies set up by the local Guyanese competent authorities, all under the Guyana Local Content Act No. 18 of 2021, Part II, 6(1)(b) and Part II, 8.

2) Companies that do NOT comply with all related requirements of the Local Content Act above from the Government of the Republic of Guyana shall refrain from submitting their expression of interest (EOI).

Basic Requirements

- Registration with the Local Content Secretariat and Centre for Local Business Development (CLBD)
- Proof of CLBD registration must be supplied with your submission – copy of confirmation email or image/snapshot of supplier’s profile.
- Local Content Certificate must be supplied or evidence showing that the registration process has been started.
- Submit a company profile inclusive of full contact details, physical address, Tax Identification No. (TIN), VAT, details on any joint ventures, partnerships, etc. that are part of your organization’s structure.
- Submit with the EOI presentation the relevant experience and track record in the oil and gas sector (including clients and references) providing services/goods in the following categories:

Submissions

Interested companies which comply with the above **Basic Requirements** and the **Specific Requirements** set forth in the subsequent page are required to submit the EOI packages via email, subject “**EOI – Marine Agency Services**” by and not later than October 22nd, 2022 to: Shunette.Khan@saipem.com

This notice is a Request for Expression of Interest ONLY and not a Request for Proposals.



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Specific Requirements

SUBCONTRACTOR must be able to act as Maritime Agent in the Port of Georgetown, Guyana, in order to assist Contractor's owned and/or chartered vessel/s, ensuring all necessary assistance according to Contractor's requirements or instructions, including (but not limited) to the following:

1. Provide for all reporting, clearing inward and outwards, and meeting all the needs of the vessels on each turnaround, including e-mail notifications of movement and/or departure times/details to CONTRACTOR and requested representatives.
2. Assist CONTRACTOR in obtaining local permits, MARAD permits, radio licenses, customs clearance permits, civil aviation permits, required to formally enable CONTRACTOR's fleet to operate within Guyana's territorial waters, EEZ and military restricted areas.
3. Assistance and coordination of vessels calling Port in/out of Guyana, including provisions for harbor tugs, if/when needed.
4. Assistance in compliance with local customs, ports immigration and/or other authorities regulations required for vessel's clearance at arrival and departure to/from Guyana's port
5. Arrange for vessels remote inward and/or outward clearances into/out of Guyana's waters. SUBCONTRACTOR will arrange with local authorities the visit to the vessel if so required.
6. Above tasks shall include formalities related to crew members as well as personnel in transit, upon vessel arrival and departure, and issue of inward/outward documents and cargo manifests as applicable. SUBCONTRACTOR shall liaise with CONTRACTOR's representatives to identify and maintain an accurate record of vessel, materials, personnel movement in accordance with applicable port, immigration and custom authorities' regulations.
7. SUBCONTRACTOR shall liaise, meet and coordinate with any local authority, in accordance with local regulations, to fulfil CONTRACTOR's requirements.
8. Upon arrival to field and during offshore operation (as and when required) arrange for port and customs formalities for any of CONTRACTOR's vessels requiring to enter/leave any port and/or private terminal or jetty in Guyana (from/to offshore installation field) for cargo loading/unloading, water/fuel supply operations, ensuring berthing/services priority
9. SUBCONTRACTOR shall arrange and make payments on behalf of CONTRACTOR for any port dues, cargo dues, vessel light, batmen, pilotage, and other related port recognized authority charges, where applicable and in accordance with port tariff/cost.
10. All fees to clearly include communication charges, transport costs of agency's appointed personnel, postage, telephone, fax, and petty charges, as incurred during the performance of above agency's services in any place in Guyana.

SUBCONTRACTOR must have proven record of experience of minimum five (5) years working with Shipowners and Charterers involved in the Oil & Gas and/or Mining industries in Guyana.