

REQUEST FOR EXPRESSIONS OF INTEREST

The Cooperative Republic of Guyana

NON-CONSULTANCY SERVICES

Provision of Marketing Services for the Cooperative Republic of Guyana's Oil Entitlement from the Lisa Destiny FPSO Vessel.

Ref. No. 2020-SV-ICB-01

Country:	- Guyana
Sector:	- Energy
Issuing Agency:	- Department of Energy, Ministry of the Presidency
Description of Services:	- Provision of Marketing Services for the Cooperative Republic of Guyana's Oil Entitlement from the Lisa Destiny FPSO Vessel
Objective of the Assignment:	- To successfully market the Government of the Cooperative Republic of Guyana Crude Oil Entitlement from the Liza Destiny FPSO Vessel, offshore Guyana, in the Stabroek Block.
Duration of Services:	- Twelve (12) calendar months
Proposal Submission Deadline:	- by 14:00hrs on March 12, 2020
Validity of EOI Submission:	- One Hundred Twenty (150) days after submission.
EOI Document Availability:	EOI document can be downloaded from: - <i>Website:</i> www.motp.gov.gy - <i>Facebook:</i> Department of Energy Guyana
Method for EOI Submission:	Two (2) Hard Copies in sealed envelope clearly marked: Provision of Marketing Services for the Cooperative Republic of Guyana's Oil Entitlement from the Lisa Destiny FPSO Vessel - Ref. No. 2020-SV-ICB-01. Also, an electronic non-editable copy to be included on a thumb drive. In case of any discrepancy between the hard and the electronic copies, the hard copy will prevail.
Proposal submission address:	- The Chairman, National Procurement and Tender Administration Board, Ministry of Finance Compound, Main & Urquhart Streets, Kingston, Georgetown, Guyana

1. The Cooperative Republic of Guyana intends to hire an Oil Marketing / Trading Company for the **Marketing Services of the Cooperative Republic of Guyana's Crude Oil Entitlement from the Liza Destiny FPSO Vessel**, described below.

2. Background

- 2.1. December 20, 2019 marked a historic milestone for Guyana, as ExxonMobil and its partners produced the first commercial crude from the Liza field, located approximately 120 miles off shore the coast of Guyana in the Stabroek Block. The output from the first phase is expected to reach a capacity of up to 120,000 gross barrels of oil per day (bdp), utilizing the Liza Destiny Floating Production Storage and Offloading (FPSO) Vessel. The Stabroek Block is expected to produce up to 750,000 bpd by 2025.
- 2.2. ExxonMobil successfully drilled several deep-water exploration wells, which now makes the Cooperative Republic of Guyana an oil producer. The seafloor beneath Guyana's coastal waters contains one of the largest oil discoveries in recent years, placing Guyana in the top 40 reserve holders in the world.
- 2.3. Given the novelty of this experience, Guyana's government has taken steps to prepare for the complexities, opportunities and risks that lie ahead.
- 2.4. Most oil producing countries receive a large portion of their revenue from selling the state's share of oil production. Usually, at the centre of these transactions, is the national oil company (NOC) with a responsibility to sell this oil, and in the absence of a NOC in Guyana, this responsibility must be managed by the Department of Energy (DE), to sell the oil to International Markets, pursuant to the ***Petroleum Sharing Agreement*** dated ***June 27, 2016***.

3. The scope of the Service to be provided include:

- 3.1. To market successfully the Government's Crude Oil Entitlement, with a Minimum Production Rate of five (5) Lifts per annum, Specifications as per below:
 - (i) Crude: Liza Blend Crude Oil, (Assay attached)
 - (ii) Delivery: Liza Destiny FPSO,
 - (iii) Cargo size: 1,000,000 bbls at 60F,
 - (iv) Percent Tolerance: +/- 5% Buyer's Option subject to Terminal Acceptance
 - (v) Total Quantity: as determined by Petroleum Sharing Agreement dated June 27, 2016.
- 3.2. To provide support to DE in all operating and back office responsibilities of managing these crude sales and each individual lift,

- 3.3. To support the DE in the first year of introduction of the grade in multiple geographies and refinery systems,
- 3.4. To work closely with the DE in understanding the behaviour and yields of the Liza Blend and how these affect pricing differentials, and advocating for any operational considerations that may affect the pricing of the crude,
- 3.5. To conduct training sessions for DE personnel in matters relating to Crude oil Supply and Trading fundamentals, and more specifically, those relevant to the Liza grade pricing.
- 3.6. To use all reasonable efforts to provide relevant information, documentation and/or training in a timely manner for DE personnel.

4. The Marketing firm must demonstrate the following in their EOI submission:

- (i) At least 5 years' experience in Crude Oil marketing and trading, within the last five (5) years,
- (ii) Certificate of Incorporation,
- (iii) Certified true copies of Memorandum and Articles of Association of the company and/or similar statutory documents,
- (iv) Company Profile showing company's capabilities,
- (v) Provide on company's letterhead, contact details of the company including the name of authorized contact person(s), official address, email and telephone number (s),
- (vi) Details of the bidder's volume of Crude oil trading and marketing Volumes by Geography over the last 5 years,
- (vii) Annual Turnover, the company may submit either Audited Balance Sheet with Profit and Loss Accounts or a Certificate issued by a practicing Chartered /Cost Accountant (with Membership Number and Firm Registration Number), certifying the Annual turnover,
- (viii) Company Tax Clearance Certificate for the last three 5 years,
- (ix) Details of previous experience in introducing a new Grade in the market
- (x) Statement of Business Integrity Code of Conduct,
- (xi) Company's HSE Policy and records over the last 5 years,
- (xii) The bidder shall make provisions to allow DE to verify all claims made in submission, and also, to verify that the bidder's organization is not in receivership, nor the subject of any form of insolvency of bankruptcy proceedings or the subject of any form of winding up petition or proceedings,
- (xiii) A written statement confirming that Bidder does not have any Director who has been convicted in any country for a criminal offence relating to fraud or any financial impropriety or criminal misrepresentation or falsification of facts relating to any matter,
- (xiv) A written statement giving details of any Pending Litigation the bidder may or may not have.

5. Selection of Firms to form Shortlist.

5.1. Firms will be selected to form the Shortlist of Companies, who will exclusively and at the same time, receive the Request for Proposal (RFP). Firms must specifically meet the following Qualifying Criteria to be Shortlisted:

	Evaluation Criteria	Must meet (Yes / No)
1.1	Certificate of Incorporation	Yes
1.2	Certified true copies of Memorandum and Articles of Association of the company	Yes
1.3	Company Profile showing company's capabilities	Yes
1.4	Contact details of the company: name of authorized contact person(s), contact data	Yes
1.5	Company Tax Clearance Certificate for the last three 5 years	Yes
1.6	Company's HSE Policy	Yes
1.7	Company's Annual Turnover over the last 5 years	Yes
1.8	Statement of Business Integrity Code of Conduct	Yes
2.1	Details of the bidder's volume of Crude oil trading and marketing Volumes	Yes
2.2	Organisation of Trading Floor and Key personnel in crude oil trading desk	Yes
3.1	Evidence of verifiable similar services and specific relationships with NOCs	Yes
3.2	Reference and Testimonials for similar work	Yes

5.2. Failure to provide any of the listed documents or information with requisite proof(s) may result in the EOI not being considered for the shortlist or pre-qualification. Notwithstanding, the submission of these documentation, the Department of Energy is neither committed nor obliged to include any party in the tender list or award any form of contract to any applicant.

6. Firms will be Evaluated in accordance with the procedures set out:

- (i) Submission of a Technical Expression of Interest (EOI);

- (ii) Evaluation of EOI and creation of a Shortlist;
- (iii) Only shortlisted companies will be invited to submit Full Technical and Commercial Proposals;

7. Further Information and Clarifications

- 7.1. Interested Firms may obtain further information and seek clarifications by email at doe@motp.gov.gy during office hours: Monday to Friday, between 09:00 to 15:00 hours, from **February 26, 2020**.
- 7.2. Firms may request clarification up to Seven (7) days before the EOI submission date **Thursday, March 12, 2020**.
- 7.3. Response to all request for clarifications will be posted on the following website: www.motp.gov.gy, by **March 7, 2020 at 09:00hrs**. No face to face meeting will be permitted or entertained by the Department of Energy.

8. Invitation and Submission Details

- 8.1. The Department of Energy now invites eligible Firms to indicate their interest in providing the Services as indicated above, and for a period of 12 months, between 2020 and 2021.
- 8.2. Interested Firms must provide information indicating that they are qualified to perform the services (brochures, description of similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc.).
- 8.3. Expressions of interest must be delivered to the address below before **15:00hrs Thursday, March 12, 2020**.
- 8.4. **Two (2) Hard Copies** in sealed envelope clearly marked: **Provision of Marketing Services for the Cooperative Republic of Guyana's Oil Entitlement from the Lisa Destiny FPSO Vessel - Ref. No. 2020-SV-ICB-01**.
- 8.5. Also, **an electronic non-editable copy** to be included on a thumb drive. In case of any discrepancy between the hard and the electronic copies, the hard copy will prevail.

9. Address for EOI Submission:

**The Chairman,
National Procurement and Tender Administration Board,
Ministry of Finance Compound,
Main & Urquhart Streets, Kingston,
Georgetown, Guyana**