

EACOP PROJECT



WHAT IS THE AIM OF THE WORKSHOP ?

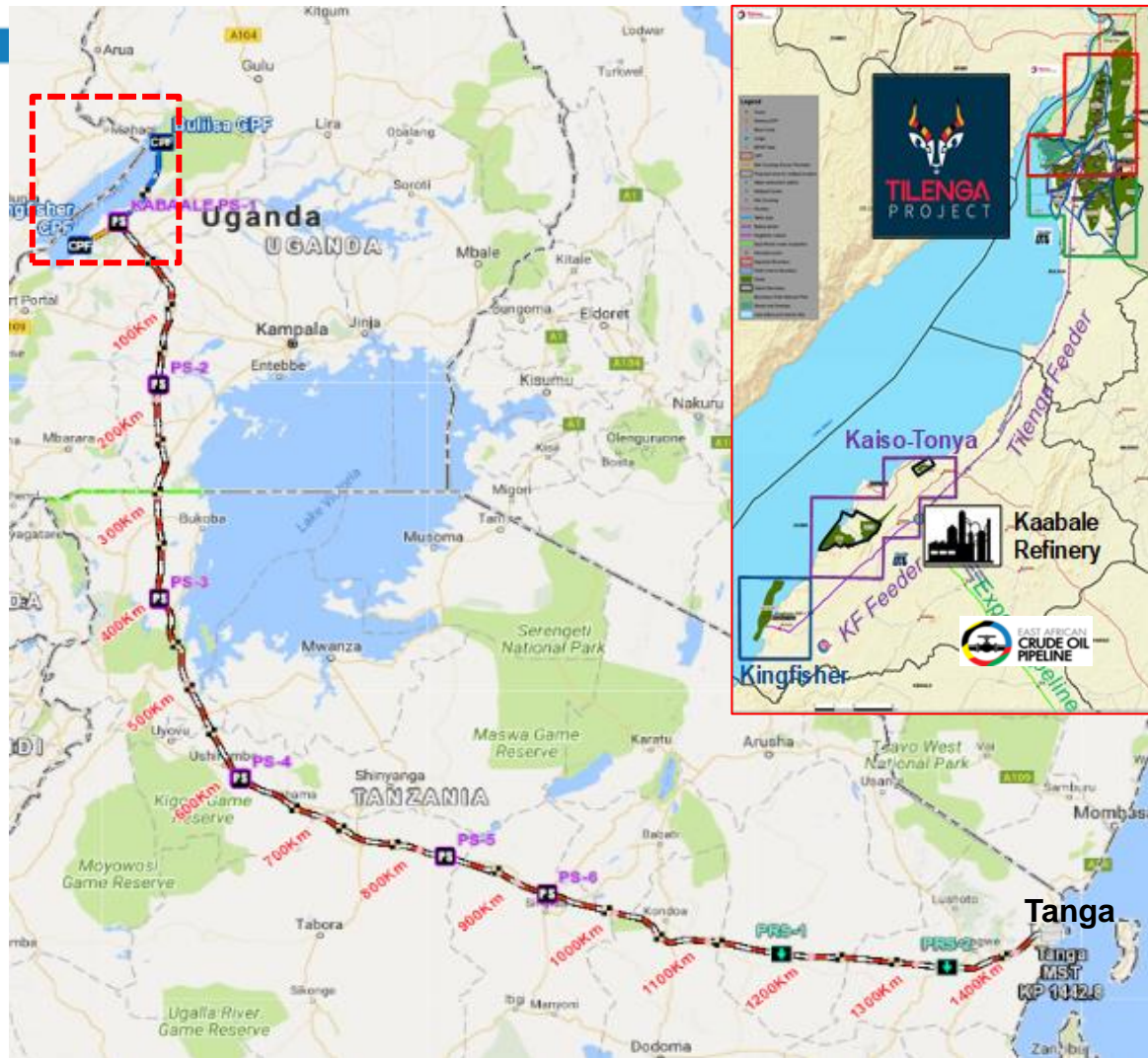
Aim of the WORKSHOP is :

- to answer Tanzanian suppliers and service providers expectations,
- to provide a clear status about EACOP project and
- to how/when to engage with EACOP project.

Inclusion
Quality
Transparency
Compliance
Safety

Openness
Answer
Ethic
expectations
Awareness

EACOP – PART OF LAKE ALBERT DEVELOPMENT

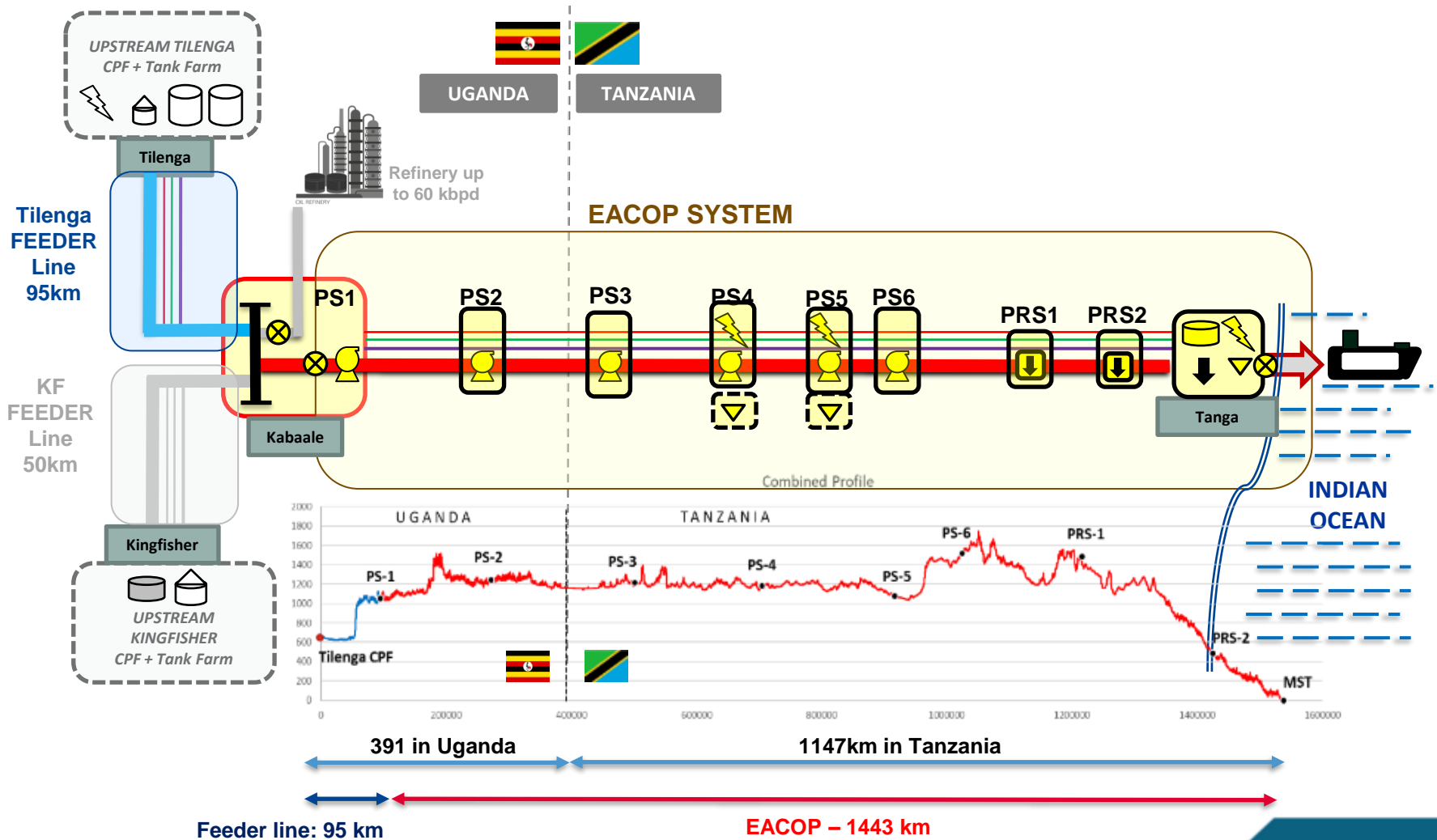


The **EACOP** partnership :

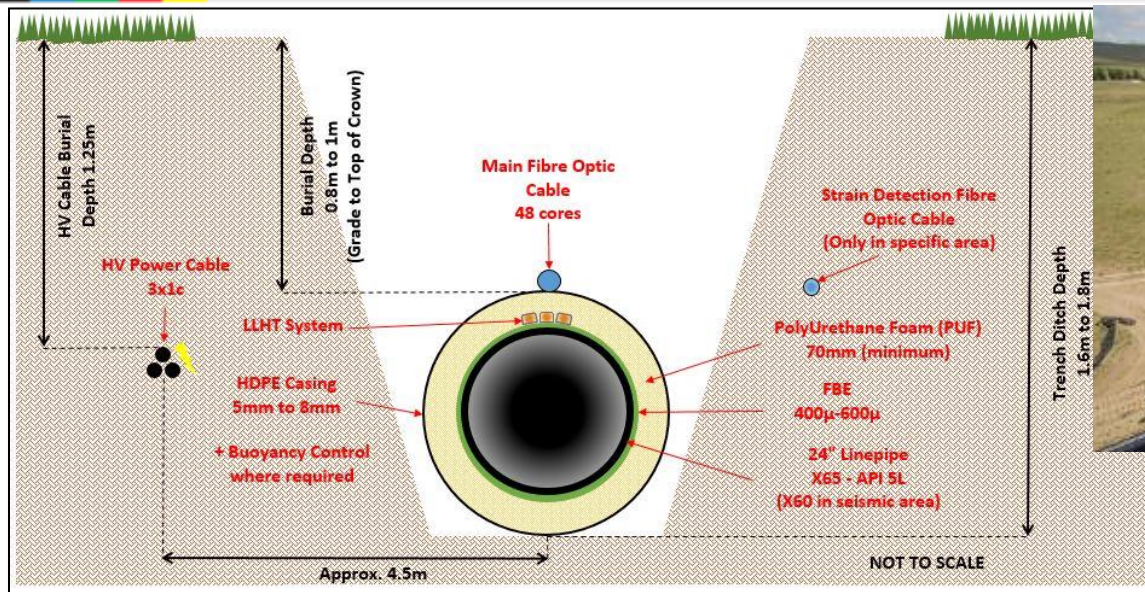
- TotalEnergies – 62%
- CNOOC - 8%
- TPDC - 15%
- UNOC - 15%

From KABAAL to TANGA: 1443km

EACOP CONCEPT



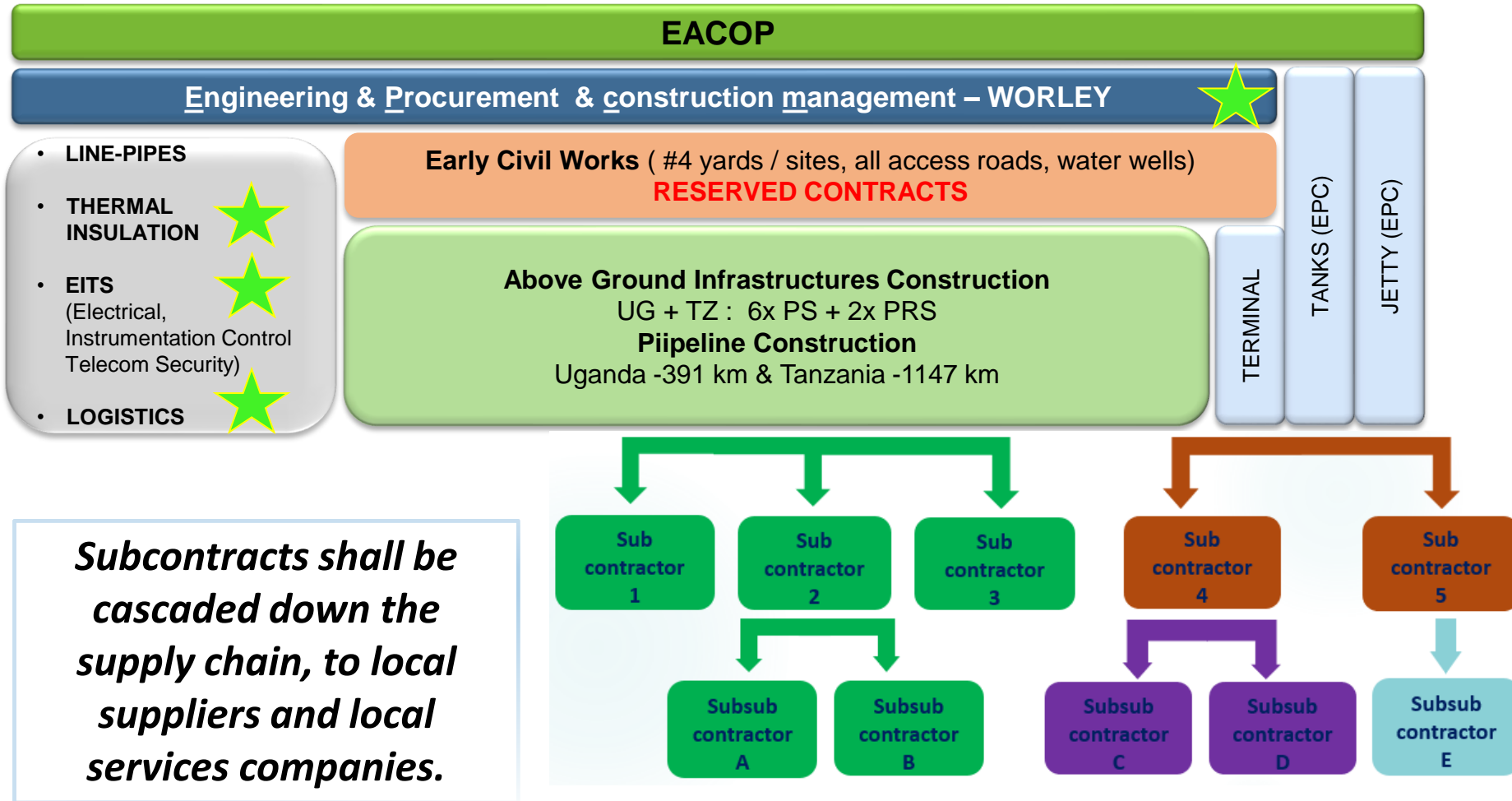
PIPELINE DESIGN CONCEPT



Main Characteristics

- 24" carbon steel buried pipeline
- External coating for thermal insulation with a protective jacket including 3 channels raceway for electrical heating cables (to maintain the transported crude oil at a minimum temperature of 50°C)
- 82 Block Valve (MLBV) stations
- 20 Heat tracing substations along the route

EACOP - CONTRACTUAL STRATEGY







EACOP WEBSITE AND CONTACTS

EACOP PROJECT IN TANZANIA

Msasani Peninsula,

429 Mahando Road, Block D,

P.O. Box 38568, Dar es Salaam, Tanzania

Phone: +255 22 2214100/4102/4103

Email: EACOP.info@total.com



English

Kiswahili

Search...



HOME ABOUT THE PROJECT OUR COMMUNITIES ENVIRONMENT & SAFETY INFORMATION CENTER CONTACT US

Jobs & Tenders

Notices

REQUEST FOR EOI FOR PROVISION OF INSURANCE SERVICES - TANZANIA

[REQUEST-FOR-INSURANCE-FOR-PROVISION-OF-INSURANCE-POLICIES-TANZANIA-.pdf](#) [View](#) | [Download](#)

CONSTRUCTION OF REPLACEMENT HOUSING - TANZANIA

[CONSTRUCTION-OF-REPLACEMENT-HOUSING-TANZANIA-1.pdf](#) [View](#) | [Download](#)

EMPLOYMENT PROGRAMME 2021

[EMPLOYMENT-PROGRAMME-2021.pdf](#) [View](#) | [Download](#)

MENTION ON REQUEST FOR EXPRESSION OF INTEREST

[MENTION-ON-REQUEST-FOR-EXPRESSION-OF-INTEREST-.pdf](#) [View](#) | [Download](#)

Notice Against Fraudulent Open Job Announcements

[Notice-Against-Fraudulent-Open-Job-Announcements.pdf](#) [View](#) | [Download](#)

Notice Against Fraudulent Employment Contracts.

[Notice-Against-Fraudulent-Employment-Contracts.pdf-17-by-26.pdf](#) [View](#) | [Download](#)

Oil Pipeline FEED updated overview, National Content development workshop-

[Monday-8th-January.pdf](#) [View](#) | [Download](#)

Oil Pipeline FEED update overview, National Content development workshop-



EAST AFRICAN
CRUDE OIL
PIPELINE

REQUEST FOR EXPRESSION OF INTEREST FOR THE CONSTRUCTION OF REPLACEMENT HOUSES FOR EACOP PROJECT REF. 0010006840

TOTAL East Africa Midstream B.V. (Company), an Oil and Gas company, invites experienced and reputable contractors to express interest in the construction of replacement houses under the East African Crude Oil Pipeline (EACOP), Project Resettlement Action Plan (RAP) implementation.

The EACOP project involves the construction and operation of a buried, cross-border pipeline to transport crude oil from Lake Nyeri area in Uganda to the eastern coast of Tanzania for export to international markets. The pipeline will run from Kabaale in Hoima District, Uganda, to Congolemani, Kagera Region, in Tanzania. The length of the pipeline is 1,443 km, of which 1,177 km will be in Tanzania. The section of the pipeline in Tanzania will traverse eight (8) regions, 27 administrative district councils and 231 villages.

BRIEF DESCRIPTION OF THE SCOPE OF THE SERVICES:

Construction of replacement houses and ancillary structures (kitchens and latrines) for Project Affected People (PAPs) displaced by the pipeline project will be carried out in eight (8) different regions; Kagera, Tabora, Geita, Shinyanga, Tabora, Singida, Manyara and Dodoma.

Key Figures



1,443km

crude oil export pipeline



216Kbd

export flow rate barrels per day at
plateau production



Over 60%

increase in FDI of Uganda & Tanzania
during the construction phase



3.5 Billion

USD investment



Over 500,000

tonnes of equipment

Follow Us



LOCAL CONTENT VISION & PILLARS

Vision

- Promote economic development and national industrialization.
- Implementing an industrial development plan
- Capitalize on the development phase to build the capacity of the local companies and Tanzania Citizen
- Drive the growth of the Tanzania Oil & Gas Industry in line with the objective of Tanzania for long term industrial development



Local Content Pillars

1. Employment & training
2. Goods & services
3. Capacity building & technology transfer



1 - EMPLOYMENT & TRAINING



Employment

- EACOP and its main Contractors will give priority to Tanzanian nationals
- All contractors must promote employment and exceed minimum employment requirements

Minimum % of Tanzanian citizens	
Management	15%
Technical	30%
Other	70%



Training

- Contractors and subcontractors are required to provide training to improve the level of competence of the workforce.

2 - GOODS & SERVICES

Priority is given to available local goods and services on an open tendering

10% of technical bid evaluation in Local Content



Transparency & advertising are key in the procurement process

Local community must be involved in supply chain



Reserved contracts for Tanzanian citizens

LOCAL CONTENT - RESERVED CONTRACTS

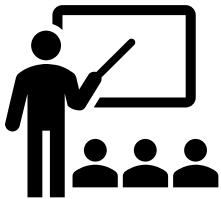
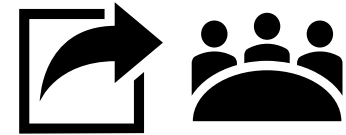
Following goods and services **shall be provided by Tanzanian companies:**

- transportation
- security
- foods and beverages
- hotel accommodation and catering
- office supplies
- fuel supply
- land surveying
- Lifting equipment
- locally available construction materials
- civil works
- communication services
- waste management

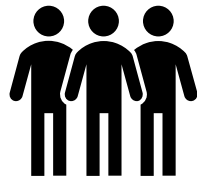


3 - CAPACITY BUILDING INITIATIVES

- Partnership between international companies and Local Companies
- Industry Enhancement Centre, quarterly forums



- Train The Trainer
- Training for local communities
- Scholarship, Internship



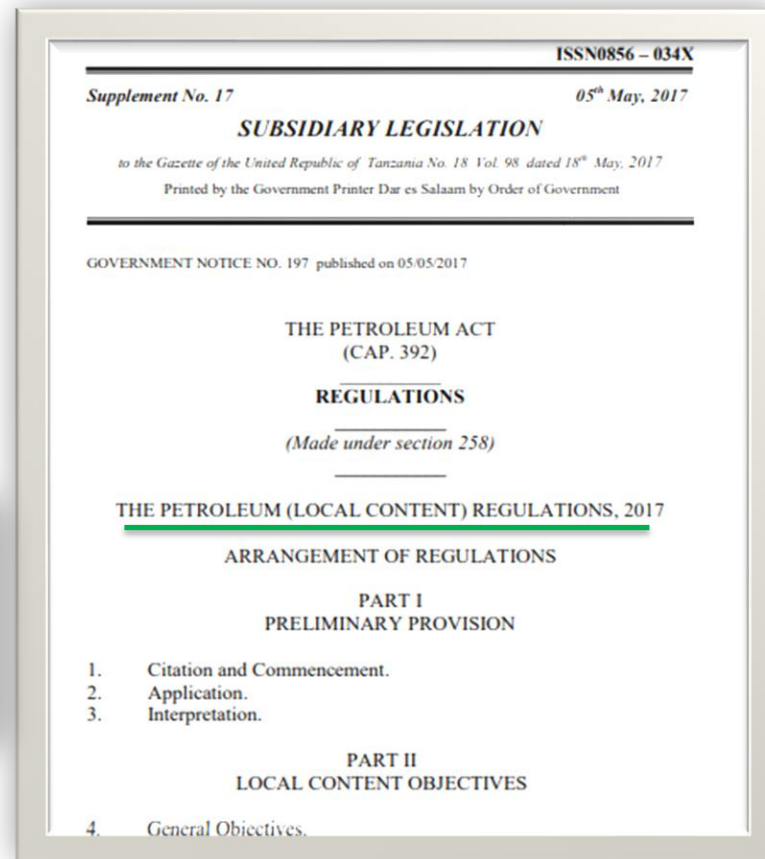
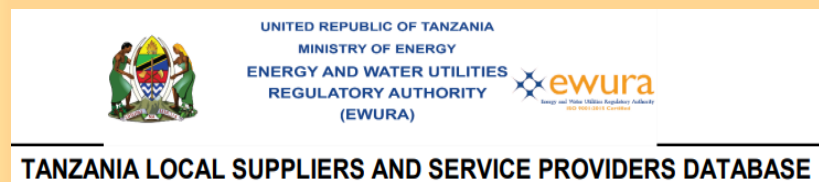
- Support to local institutions
- Donations to local communities
- Business development initiatives

THE PETROLEUM (LOCAL CONTENT) REGULATION

5TH MAY 2017



Local Suppliers and Service Providers database (LSSP)



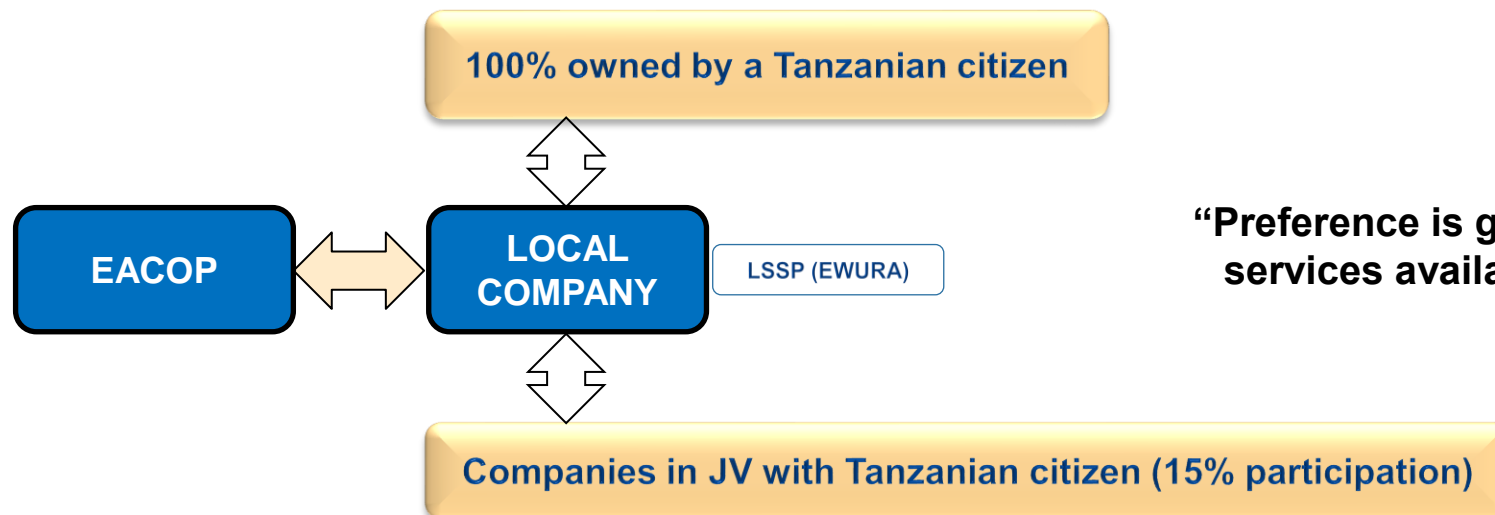
LOCAL COMPANY DEFINITION LOCAL CONTENT REGULATIONS 2017

"Local Company" definition:

"A company or subsidiary company incorporated under the Company Act,

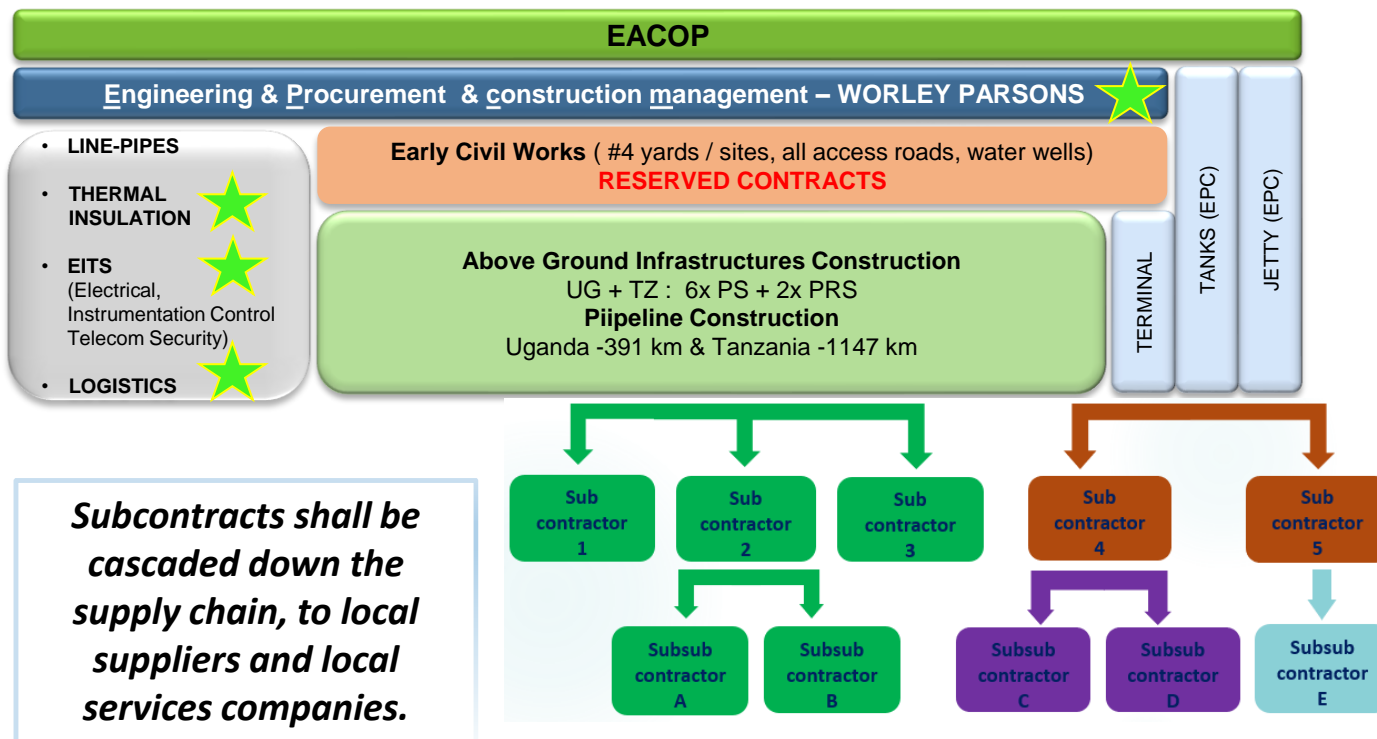
which is **100% owned by a Tanzanian citizen** or a company

that is in a **joint venture partnership with a Tanzanian citizen or citizens whose participating share is not less than 15%**"



"Preference is given to goods and services available in Tanzania"

EACOP - CONTRACTUAL STRATEGY



EPcM PACKAGE

EPcM Contractor

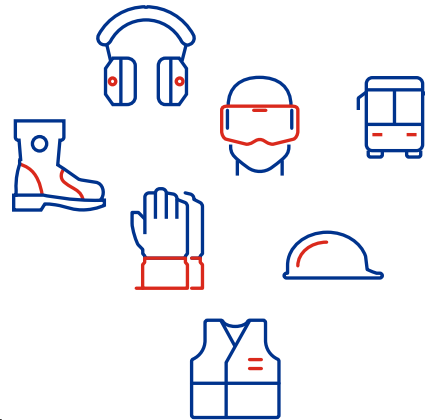
- **Engineering Services,**
- **Procurement Services,**
- **Construction Management**
- **Commissioning** and Assistance to Start-Up;
- **Project Management,** Controls, Coordination & Interface Management Services;



EPCM PACKAGE GOODS AND SERVICES

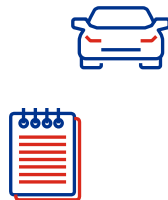
PROCUREMENT (GOODS)

- PPE
- Foods and Beverages
- Office Supply
- Pre-engineered
- Building and Office
- Office and Camp
- Appliance and Furniture
- Signage, barriers and fencing



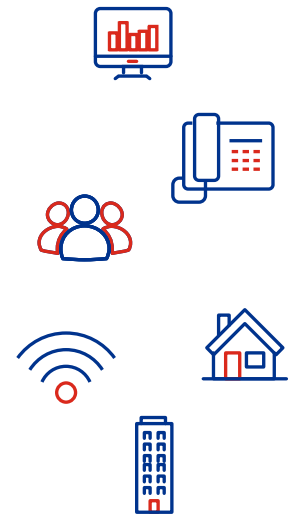
TRANSPORT & LOGISTICS

- Vehicles
- Drivers
- Travel
- Clearing and forwarding

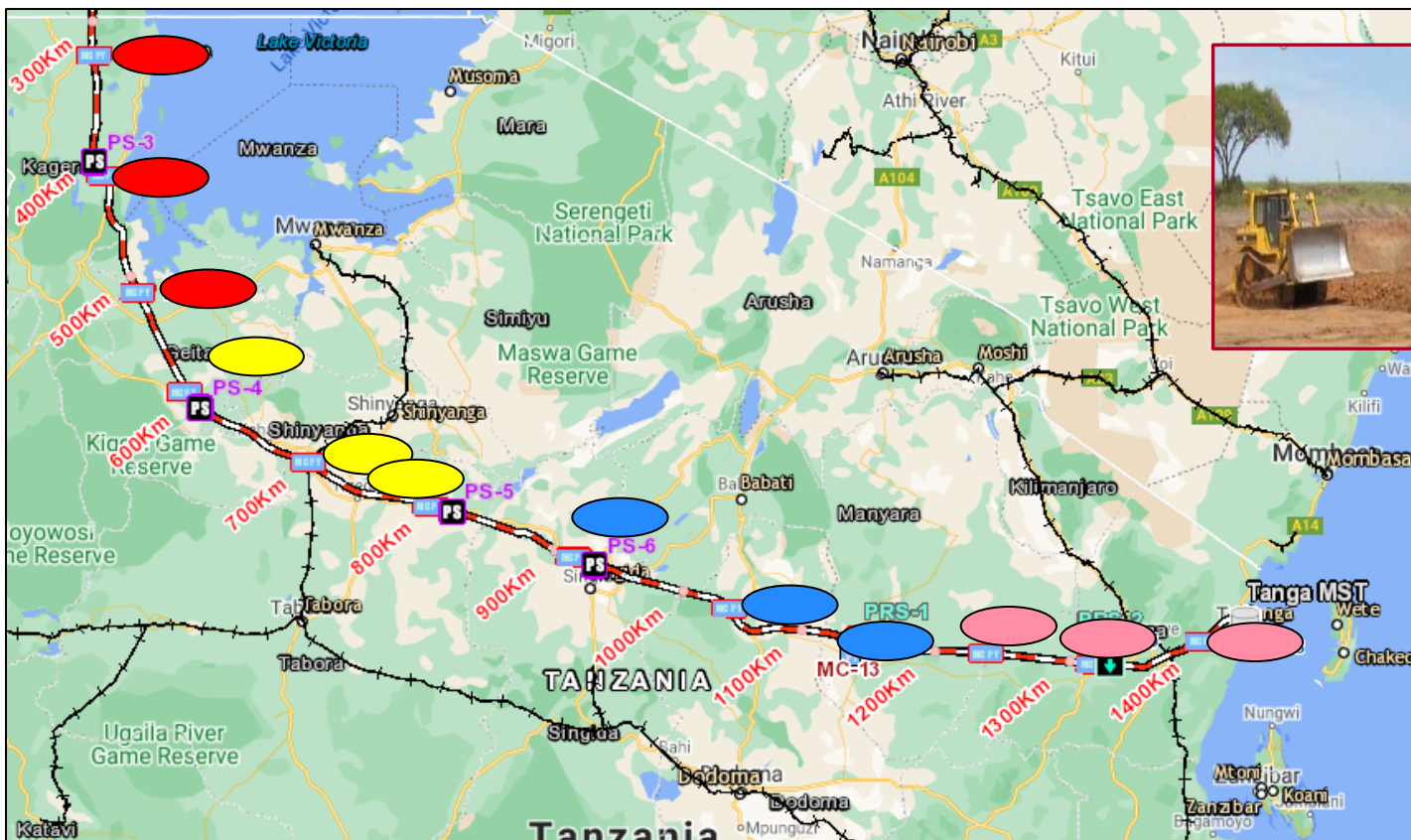


SERVICES

- Office Space
- Security
- Hotel accommodation & catering
- Human Resource Management
- Land Surveying
- Communications & Information technology services
- Waste Management
- Legal Services
- Insurance Service
- Training Services



EARLY CIVIL WORKS LOCATIONS



EARLY CIVIL WORKS LOTS

- LOT 1
- LOT 2 → Priority Area
- LOT 3
- LOT 4

A word cloud visualization of the top 100 keywords from the 2019-2020 survey. The words are arranged in a circular pattern, with 'Safety services' and 'Handling equipments' being the most prominent. Other significant words include 'Transport', 'Catering', 'consultancy', and 'Safety services'.

Geotextile



THERMAL INSULATION SYSTEM IN TANZANIA

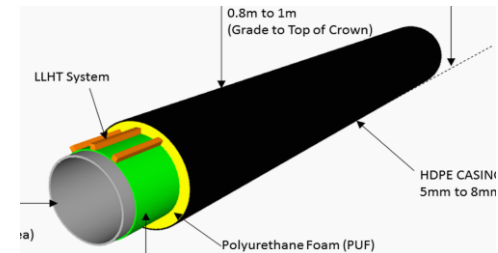
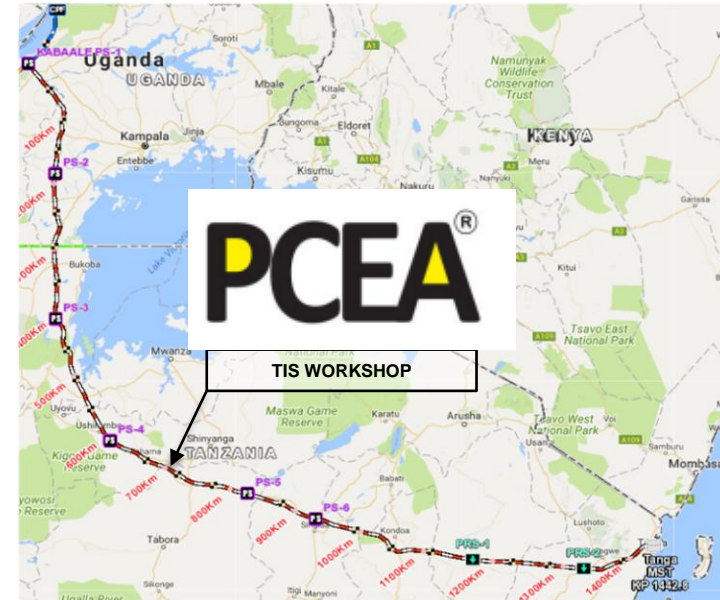
- Local content opportunity will be the **thermal insulation** of the line-pipes to be performed at a yard in central Tanzania.
- **This will generate a significant opportunity-totaling nearly 300 employees**
- The Thermal Insulation Application Workshop will be built in **Tabora Region - Nzega District –Sojo Village.**



TIS conti-line – PUF longitudinal extrusion application

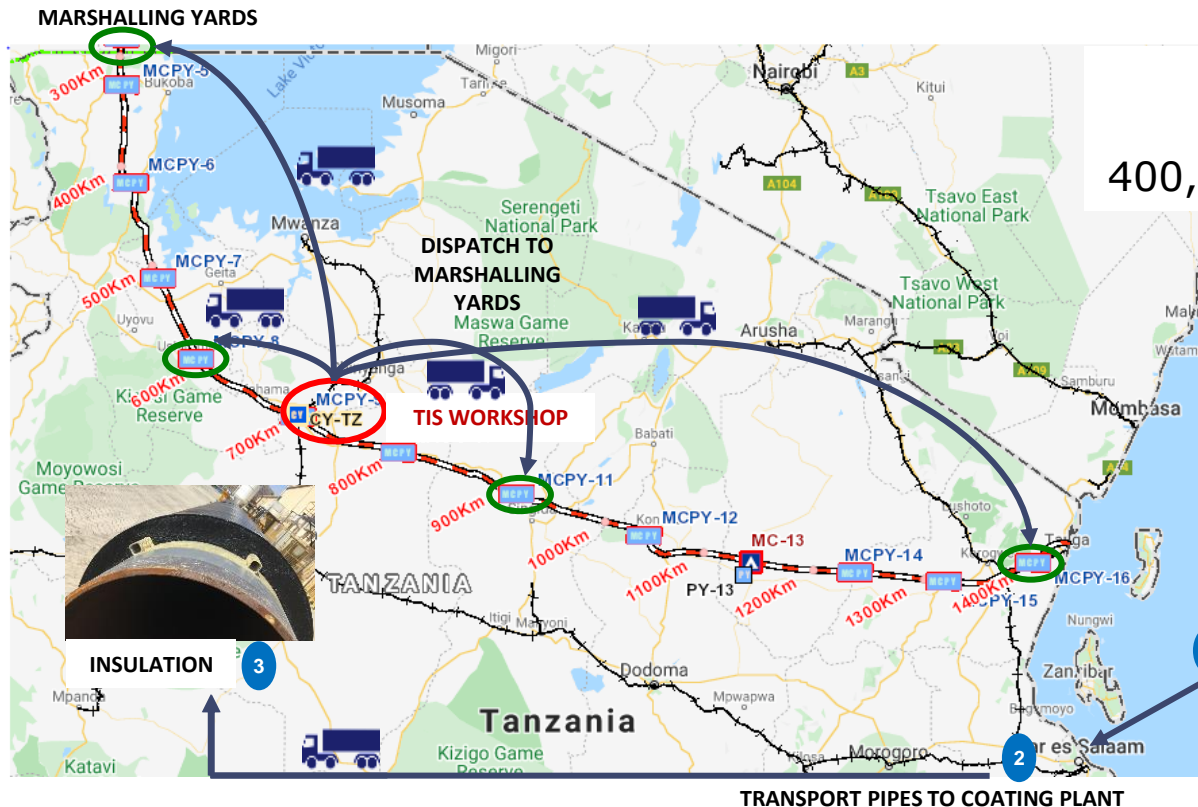


Tanzanian TIS application plant





LINE-PIPES LOGISTIC CYCLE



300 trucks
20,000 truck loads
400,000 tons to transport in Tanzania



ARRIVAL AT DAR ES SALAAM



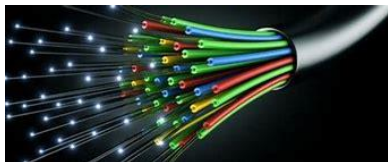


ELECTRICAL INSTRUMENTATION TELECOM AND SECURITY SYSTEM INSTALLATIONS

- Integration of Electrical and Instrumentation/ telecom equipments into technical buildings
- Installation of Solar panels.



ELECTRICAL INSTRUMENTATION TELECOM AND SECURITY GOODS AND SERVICES

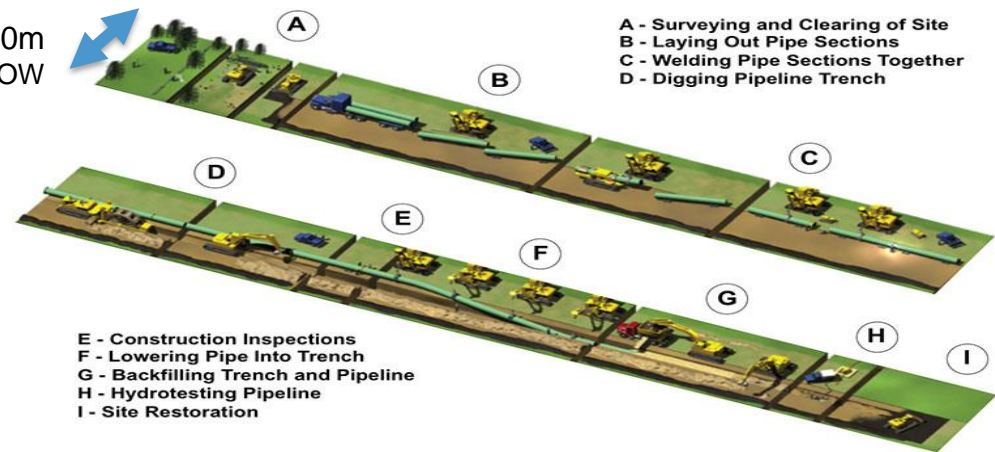


PIPELINE CONSTRUCTION

Note: PIPELINE (LOT 1) = UGANDAN scope of work.



30m
ROW



PIPELINE (LOT 2)
614km
Mutukula to Singida

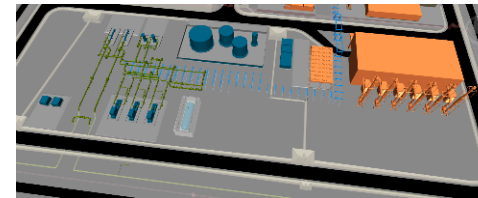
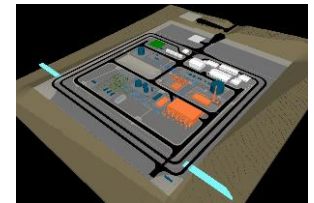
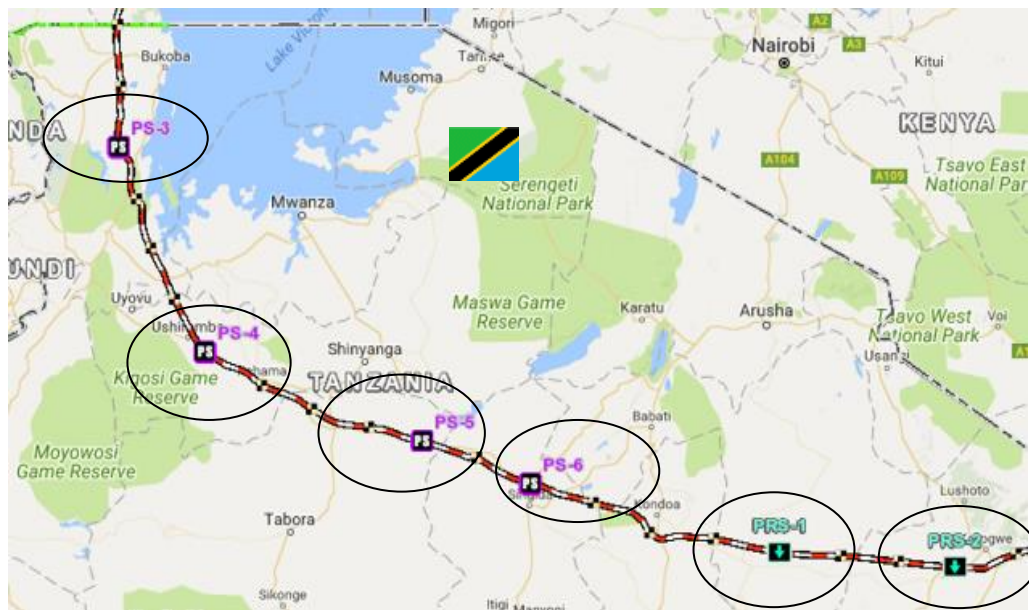


PIPELINE (LOT 3)
533 km
Singida to Tanga

[illegible]

ABOVE GROUND INFRASTRUCTURE CONSTRUCTION

- 4 Crude Pumping Stations : Pump Station 3, 4, 5 & 6
- 2 with power generation – Pump Station 4 & 5
- 2 Pressure Reduction Station : 1 & 2



[illegible]

TERMINAL CONSTRUCTION



Terminal construction:

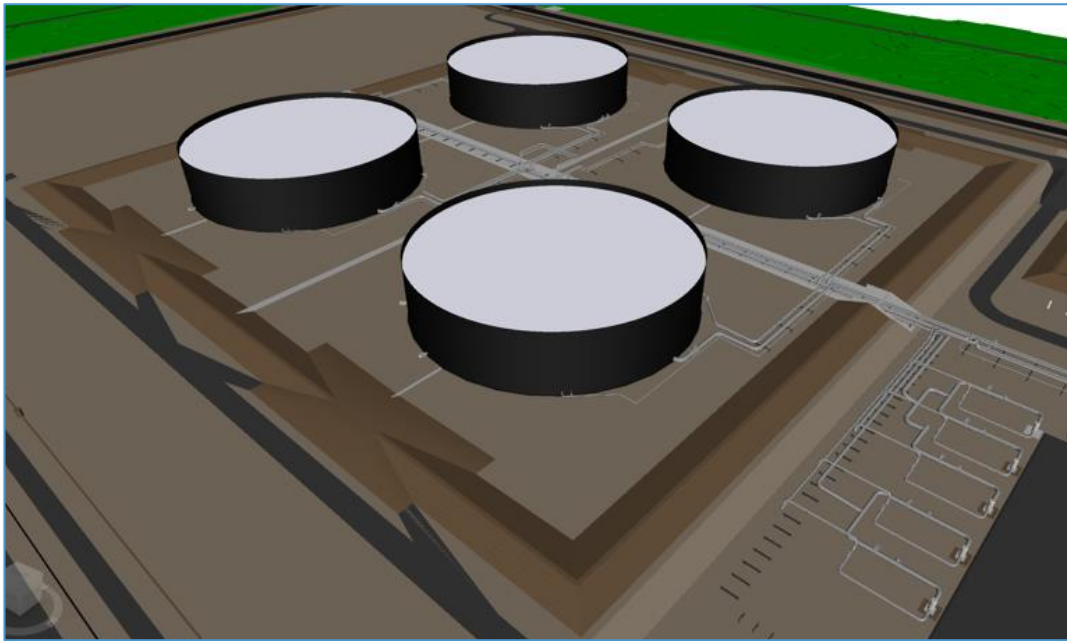
- Land clearing, earthworks,
- Civil works,
- Pressure reduction station,
- Export/ recirculation pumps,
- Drainages,
- Metering,
- Fire water system,
- Utilities network,
- Power generation,
- Instrumentation, network,
- Security,
- Wall fencing.

- earthworks and civil & structure works,
- Installation pumps and drainages,
- Installation power generation and utilities,
- Building construction

- 900,000 m3 earthworks
- 1,500 m3 of concrete foundations
- 2,000 tons of steel structure
- 1,000 process/utilities equipment



TANKS CONSTRUCTION



Crude oil storage tanks (2Mbbls)

- Earth works
- Civil work foundations
- Steelworks
- Fire fighting foam/deluge system
- Instrumentation including gauging

**Floating-roof (4 x 500,000 bbl)
TANKS EPC scope breakdown :**

- Foundations,
- Steelwork,
- Fire Fighting system,
- Tanks instrumentation,
- Hydrotests.

Main macro-quantities :

- 40,000 m3 of general earthworks
- 40,000 m3 of excavation/backfill
- 30,000 m3 of concrete foundations
- 7,000 tons of steelwork
- 100 tons of pipework



JETTY CONSTRUCTION



JETTY 2km

- Foundation piles
- Structure
- Process equipment
- Electrical / Instrumentation / Telecom Installations



EACOP CORPORATE ACTIVITIES SUPPORTING THE **PROJECT NEAR TERM**

Office/Accommodation

- Office Lease
- IT infrastructure
- Housekeeping support
- Site security management
- Rental accommodation
- International moving support
- Office supplies,
- Courier, mail services

Travel, Hotels Etc

- Travel
- Accommodations
- Meals, hospitality services
- Catering
- Events management
- Aircraft charter

Security

- Onsite security providers
- Specialized consultation services
- Monitoring and alarm systems

Vehicles

- ~70 cars
- vehicles leases
- Drivers
- Services, maintenance, fuel
- Insurance

Land & Social

- Temporary and midterm specialist consulting services
- Land valuation support
- Replacement housing construction
- Relocation support

Communications

- Communications support
- Artwork creation
- Promotional items
- Website
- Translation services
- Media & Publication services
- Printing services
- Documentation

SHORT TERM

EACOP CORPORATE ACTIVITIES SUPPORTING **THE WHOLE PROJECT DURATION**

Legal

- Regulatory and legal advise
- Government relations support

Personnel

- Temporary and Long term technical assistance
- HR Services
- Training and support service
- Club, memberships

Information Systems & Technology

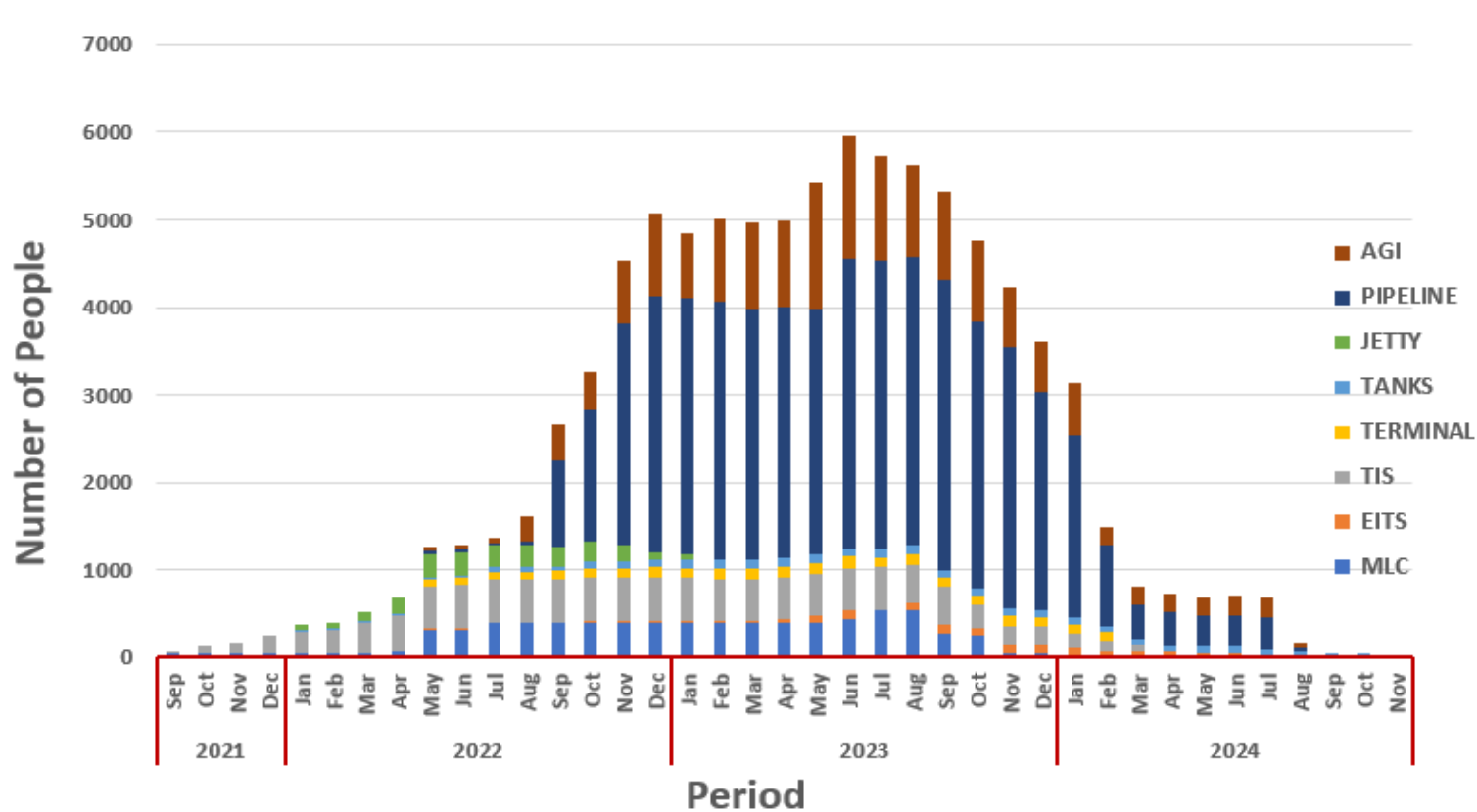
- Mobile communication services
- Network and Telecoms services
- Information Systems support services
- Hardware procurement (laptops, IT infrastructure, printers etc)



Health, Safety, Environment

- Training, Support & 3rd party audit
- Driver & vehicle monitoring
- Environmental consulting services
- Waste management
- Medevac & medical services
- Personal protective equipment
- Emergency response
- Oil Spill
- Laboratory services
- Pest/Vector control services
- Vet services

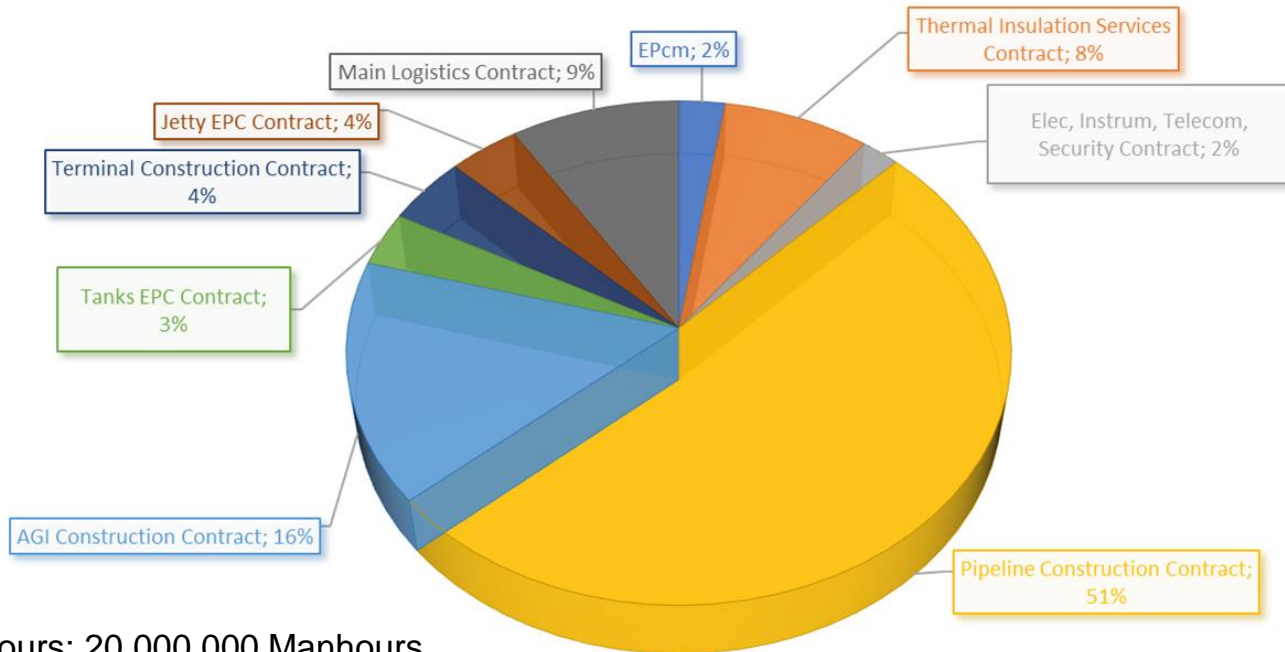
EMPLOYMENT OVERALL CONSTRUCTION MANPOWER HISTOGRAM



Dates might be Subject to change based on the project official FID

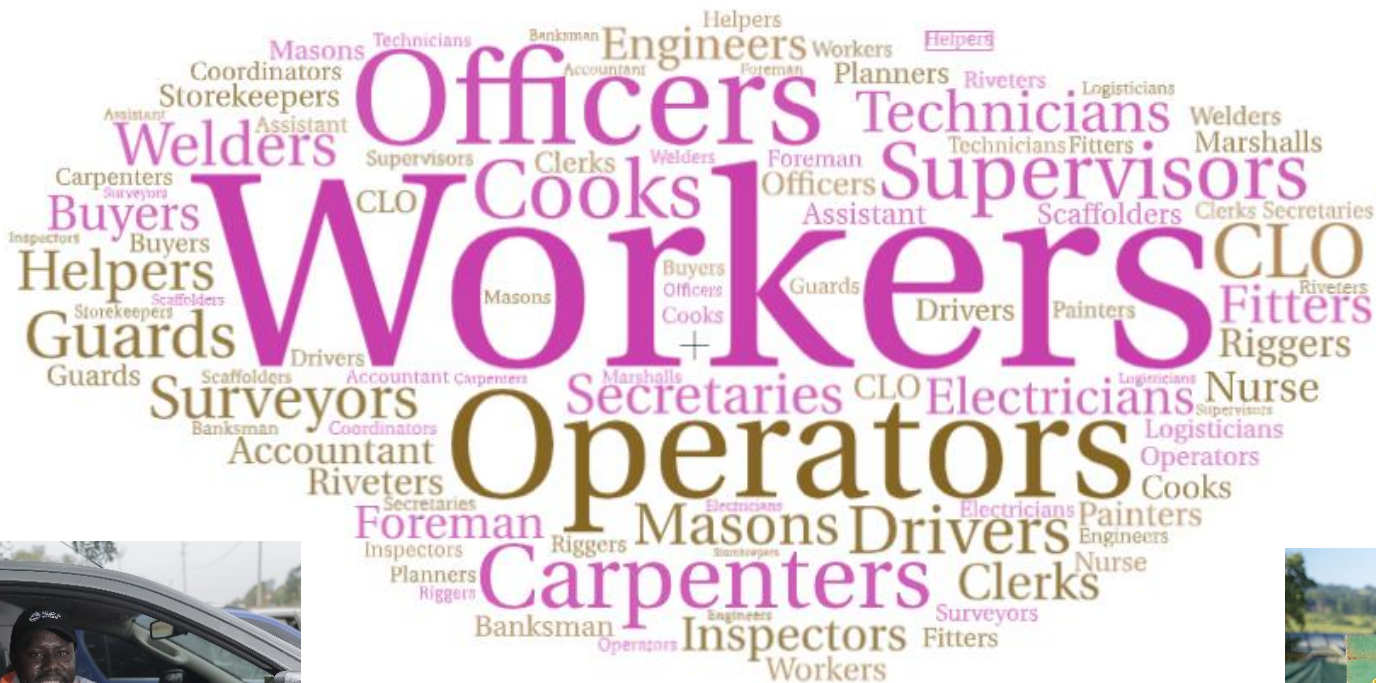
EMPLOYMENT & TRAINING

CALL FOR TENDER PRELIMINARY RESULTS



- Manhours: 20,000,000 Manhours
- Up to 6000 Tanzanian citizens
- Training: 400,000 hours

EMPLOYMENT SKILLSETS



CONTRACTING FOR GOODS & SERVICES



GOODS



SERVICES

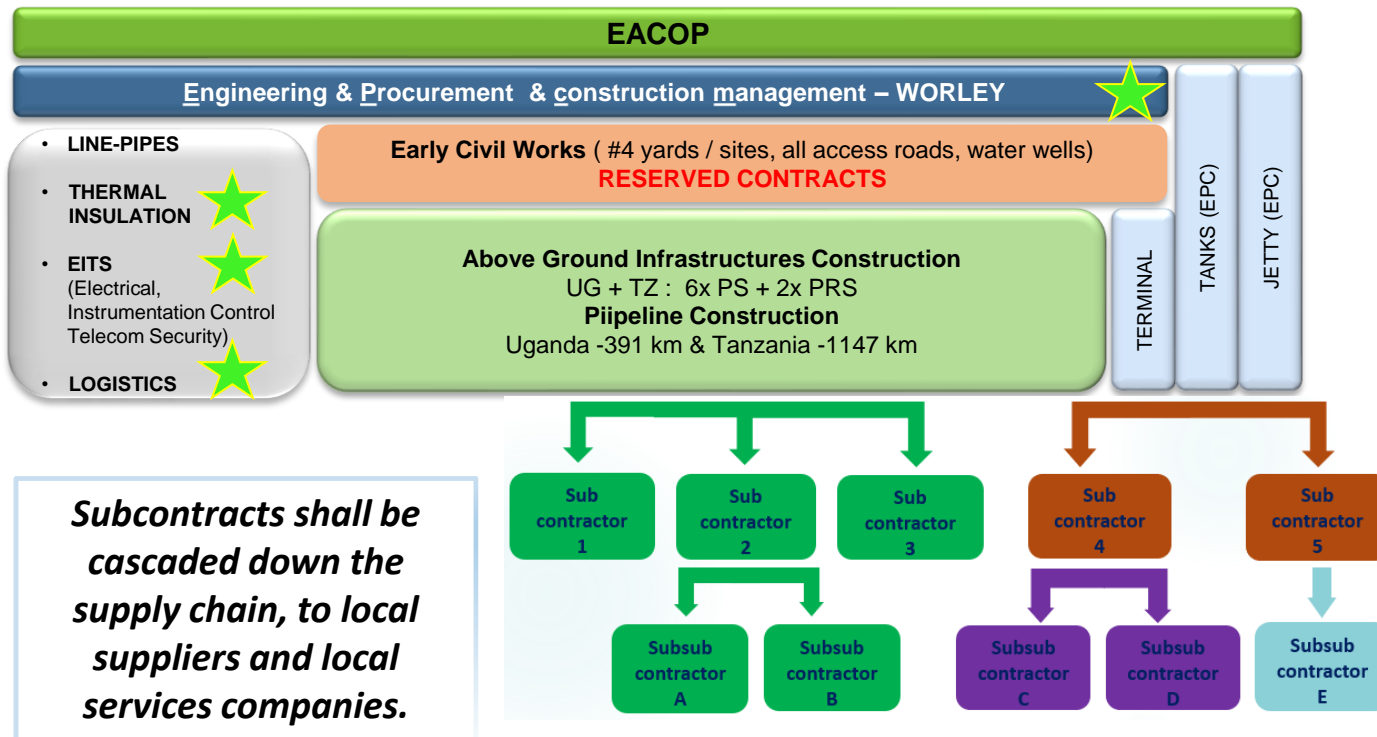


CAPACITY BUILDING

- All main contractors in partnership with local Companies
- Train The Trainer > 1500 hrs
- Industry Enhancement Centre, quarterly forums > 2000 hrs
- Training for local communities
- Internship to students
- Support to local institutions
- Donations to local communities
 - > tools, temporary facilities, equipments..



EACOP - CONTRACTUAL STRATEGY



EACOP PROJECT TENDERING ACTIVITIES

Tendering Status:

- Advertising exercise completed for all Project Tenders
- All Call for Tenders have been issued

The current status per Packages:

SELECTED



EPcm - WORLEY



SNEF

EITS – SCHNEIDER
ELECTRIC/SNEF



TIS - ISOAF



MLC - BOLLORE

TENDERING PROCESS ON-GOING

Pipeline and Above
Ground Installations
Construction

Certification Package

Early Civil Works &
Water Sourcing

Long Lead Items
(Pumps, Cables, Valves
and Power Generators)

Terminal/Tanks/Jetty

EACOP – SOURCING PROCESS

Expression of Interest (EOI): Published in Tanzanian newspapers and EACOP website



Daily News



Habari Leo



Mwananchi



The Citizen



EACOP
website

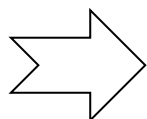
Eacop.co.tz



The Guardian



Nipashe



In response, Interested Companies shall express their interest

EACOP – SOURCING PROCESS



Expression of Interest (EOI): Published in Tanzanian newspapers



Call for Tender (CFT): Issued to Selected Companies



A CFT is launched towards Selected Companies



Selected Companies shall send their bid (with all requested documents and information) by the time limit

EACOP – SOURCING PROCESS



Expression of Interest (EOI): Published in Tanzanian newspapers



Call for Tender (CFT): Issued to Selected Companies



Tender Evaluation Procedure: Criteria for Contractor selection
(Tech./Contractual/Commercial)

EACOP – SOURCING PROCESS



Expression of Interest (EOI): Published in Tanzanian newspapers



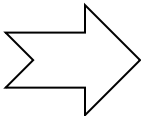
Call for Tender (CFT): Issued to Selected Companies



Tender Evaluation Procedure: Criteria for Contractor selection
(Tech./Contractual/Commercial)



Contract Award



Whenever the difference in the proposals is $< 5\%$, preference shall be given to bidders whose offers contain the highest commitment for National/Local Content.

LOCAL CONTENT - RESERVED CONTRACTS

Following goods and services shall be provided by Tanzanian companies



Transportation



Security



Food & Beverages



Office supplies



Fuel supply



**Hotel accommodation
& Catering**



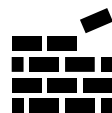
**Crane hire (other than specialized
construction equipment)**



**Communication
Services**



Land surveying



Civil works



**Locally available
construction materials**



Waste management

CALL FOR TENDER EVALUATION CRITERIA



Technical (incl. HSE and Local Content (10%) aspects)



Commercial (incl. financial aspects)



Contractual

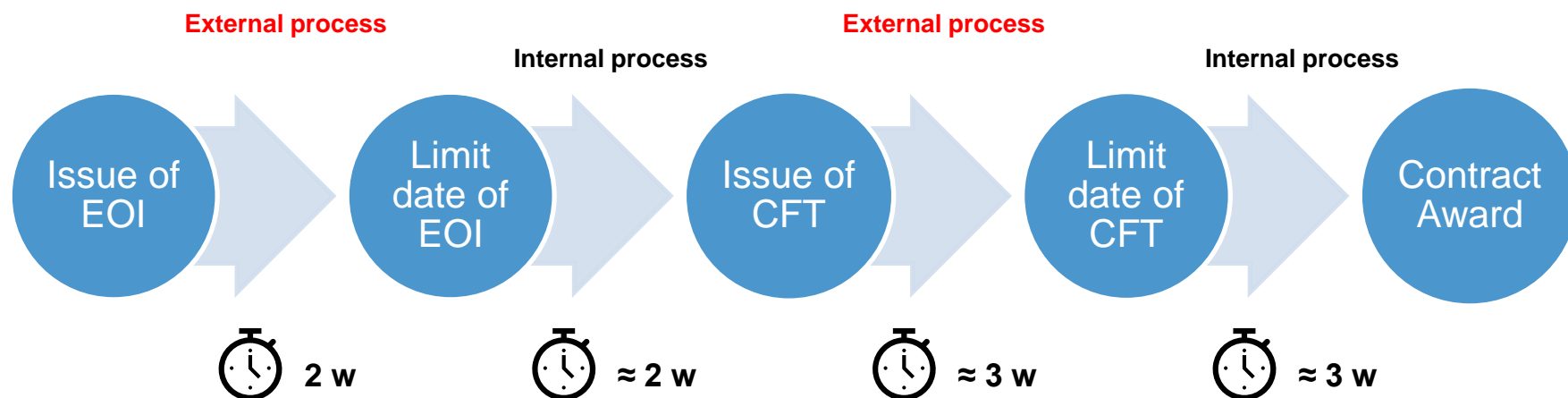


Compliance (Anti-Corruption Due Diligence)



Social Responsibility

GLOBAL TIMELINE OF PROCESS

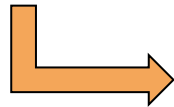


Global timeline : average of 10 weeks

RECOMMENDATIONS



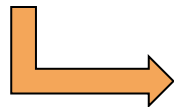
TIME LIMITS (answer to EOI and submission of bid)



Submission of the answers before the time limit



PROVIDE COMPLETE DOCUMENTATION



All required documents (certificates, experience, etc.)

LESSONS LEARNT

Frequent questions asked DURING BIDDING STAGE



- I am a local company, why should I register with [Local Supplier and Service Providers database](#)?
- Why should I disclose my [company ownership](#)?
- I am a local company, why should I submit my [plan and commitment](#)?
- Is the [reporting requirement](#) applicable to me as a local company?



All vendors & subcontractors are to comply with the Local Content regulations 2017

ETHICS IN BUSINESS

- **Ethics in Business:**

- Ethical rules and principles in business activities

- **Concretely, Ethics in business deals with :**

Corruption

Fraud

Trust

Human Rights
violations

Environmental
damages

Conflicts of Interest

HOW DOES EACOP DEFINE CORRUPTION

- 1 Something of **value** (e.g., payments, gifts, travel, entertainment, jobs, internships, favors)
- 2 **Promised, transferred, given or authorized to be given,**
- 3 **Directly or indirectly** through a third party - including through contractors, suppliers, representatives, vendors, JV partners, etc.
- 4 To a **public official / public agent** or to a **private sector agent**
- 5 To **obtain or conserve** some contracts or to have an **undue advantage**

- Our Commitments

To comply with both:

- Tanzanian Laws and Applicable International Human Rights and Standards
- Internal Standards and commitments

**SUPPLIERS ARE EXPECTED TO RESPECT TANZANIAN LAWS
AND EQUIVALENT PROJECT COMMITMENTS**

HUMAN RIGHTS AT WORKPLACE

Freedom from Forced Labour



Non-Discrimination



Freedom from Child Labour



Just and Favorable working conditions & Safety



Four
fundamental
principles
and rights at
work

PREVENTIVE MEASURES AND EACOP COMMITMENTS

- EACOP Code of Conduct to be shared with contractors and suppliers
- Contractual requirements
- Organization of awareness campaigns
- Assessment of working conditions of our commercial and industrial partners
- Encourage to use the grievance mechanism for project related complaints such as human rights violation.
- Periodic visits and audits

EACOP PROJECT QUALITY EXPECTATIONS

- All Contractors and Suppliers are evaluated and selected on consideration of their quality performance and capacity to conform EACOP industry standard.
- A Quality Management System must be in place; demonstrating that quality is part of Contractors and Suppliers good practices.
- A competent quality team in your organization will demonstrate your ability to develop Quality assurance process and implement Quality Control.
- Contractors and suppliers must target a certified quality management system to meet best industry standard practices.



- **HSE Management System**, including Policies, Plans, Procedures, Guidelines, and Forms:
- **Regulatory Compliance**, including the national and applicable international standards
- Contractor commitment and compliance with EACOP **HSE Requirements and Objectives**
- Good **HSE communication and reporting**, e.g., *statistics and analysis*
- Competency evaluation and **training program**, e.g., *inductions, First Aid training, etc.*
- **Risk Management** – *Hazard Identification and Mitigations*
- **Land transportation management** (Road Traffic Management)
- **Facilities** (Camp/accommodation) management
- **Personnel Protective Equipment** (PPE)
- **Emergency** Preparedness
- Incident / Accident Management and reporting
- **Health Management** (Medical fitness, Illnesses prevention and medical services, Alcohol and drugs management)
- Management of Subcontractors
- HSE management of high risks activities (permit to work, excavation work, lifting, hot work, scaffolding, working at height etc.)
- Monitoring, Inspection and Auditing

EACOP LOCAL CONTENT FORUM - WORLEY

“Optimizing Local Content for the success of the East African Crude Oil Pipeline (EACOP) Project”



INTRODUCTION



Tanzania



ISO 9001:2015 Certified

- Highway and Transportation Engineering
- Bridges and Structural Engineering
- Geotechnical Engineering & Materials Testing
- Energy and Building Services
- Oil and Gas
- Water Resources, Water Supply and Sanitation
- Environmental and Social Impact Assessment
- Project Management



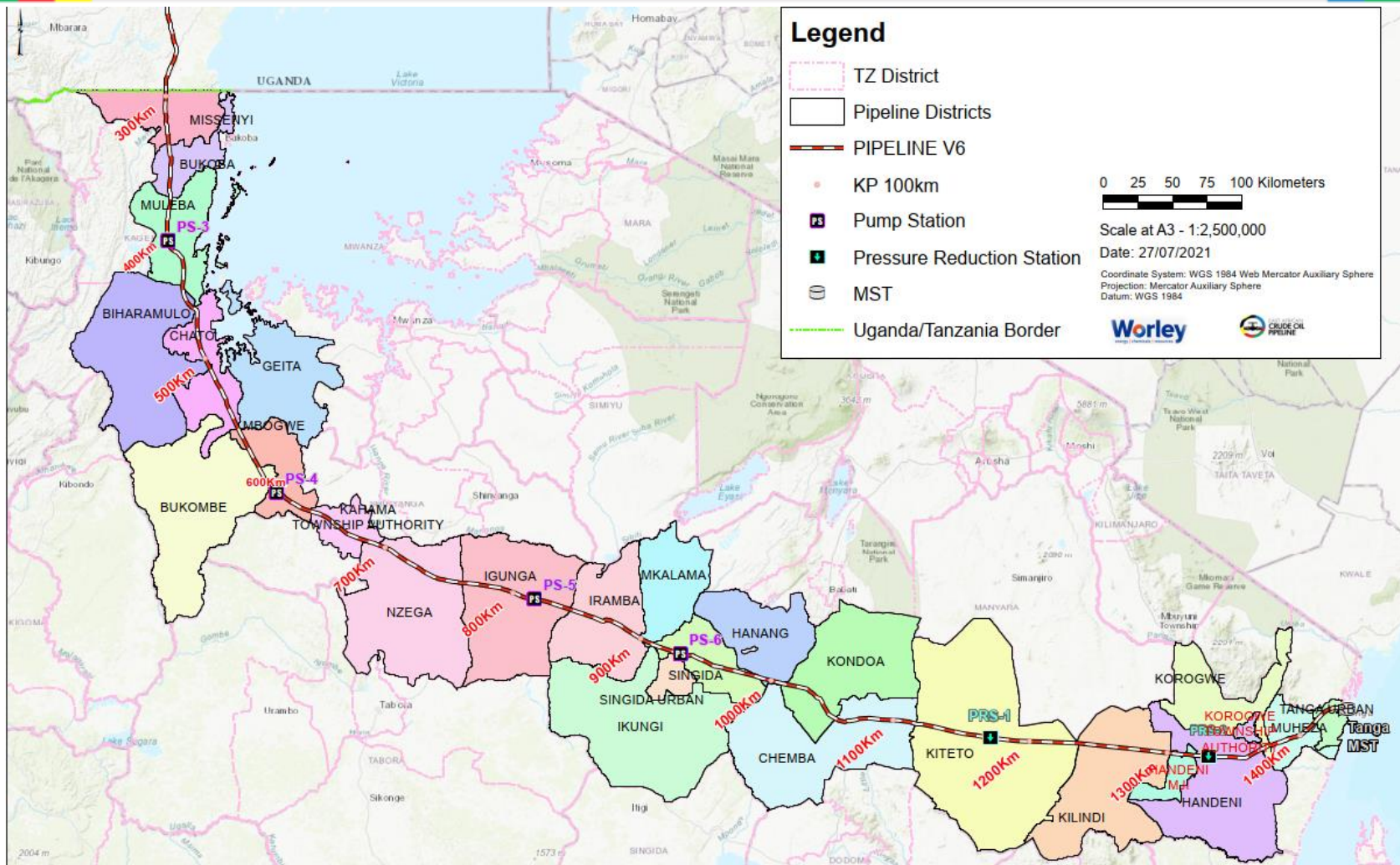
Registered Consulting Engineers, Architects & Quantity Surveyors

- Mechanical & Electrical
- Geotechnical Engineering
- Quantity Surveying
- Architecture & Town Planning
- Structure & Bridges
- Civil & Project Management

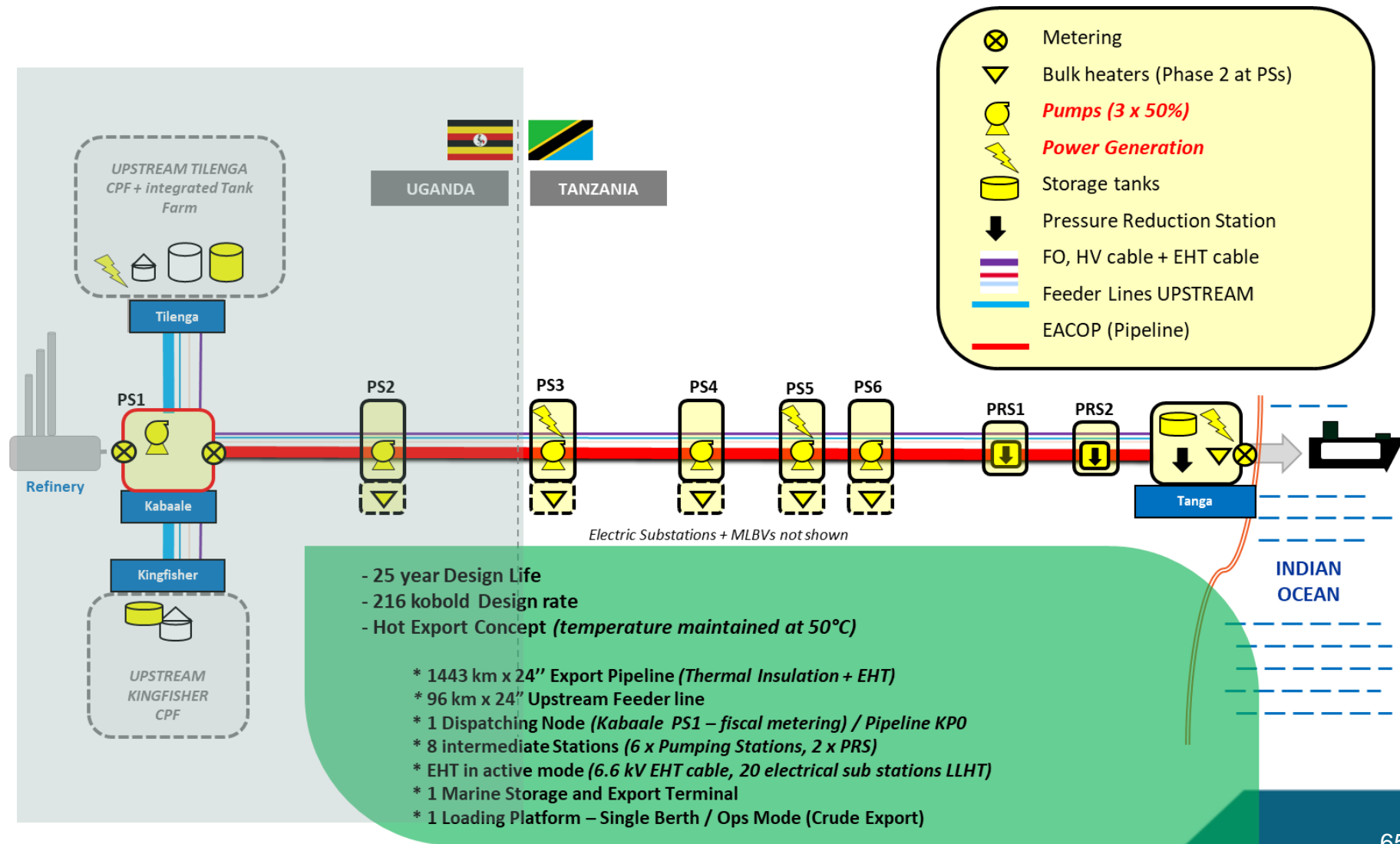
Working as one project delivery team

*Further developing our relationship and collaboration on EACOP with a view to collaborating on future projects.
Building a longterm world class oil and gas project delivery in Tanzania*

SCOPE OF WORK - LOCATION



SCOPE OF WORK – OVERVIEW



SCOPE OF WORK – BY LOCATION

Engineering, Procurement & Construction Management (EPCm) Contractor

Dar es Salaam

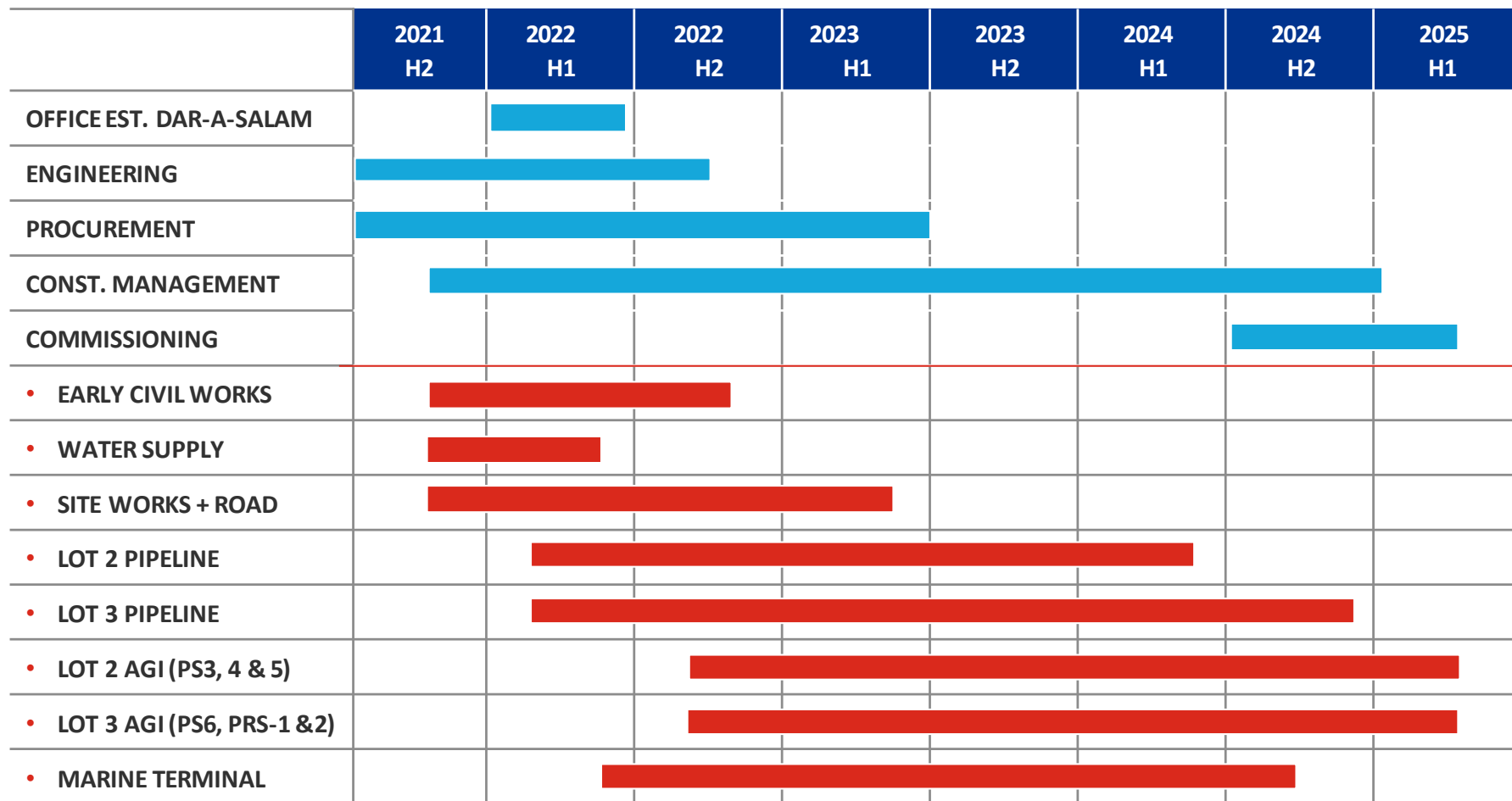
- Project Management
 - Project Controls, planning, schedule management
 - Finance & admin
 - Coordination & Interface Management
- Engineering
- Procurement Services



Site Locations

- Construction Management
 - Supervision
 - Quality, HSE,
 - Social, Environmental & permitting
 - Material Management
- Commissioning and Assistance to Start-Up
- Provision of Services and admin Facilities



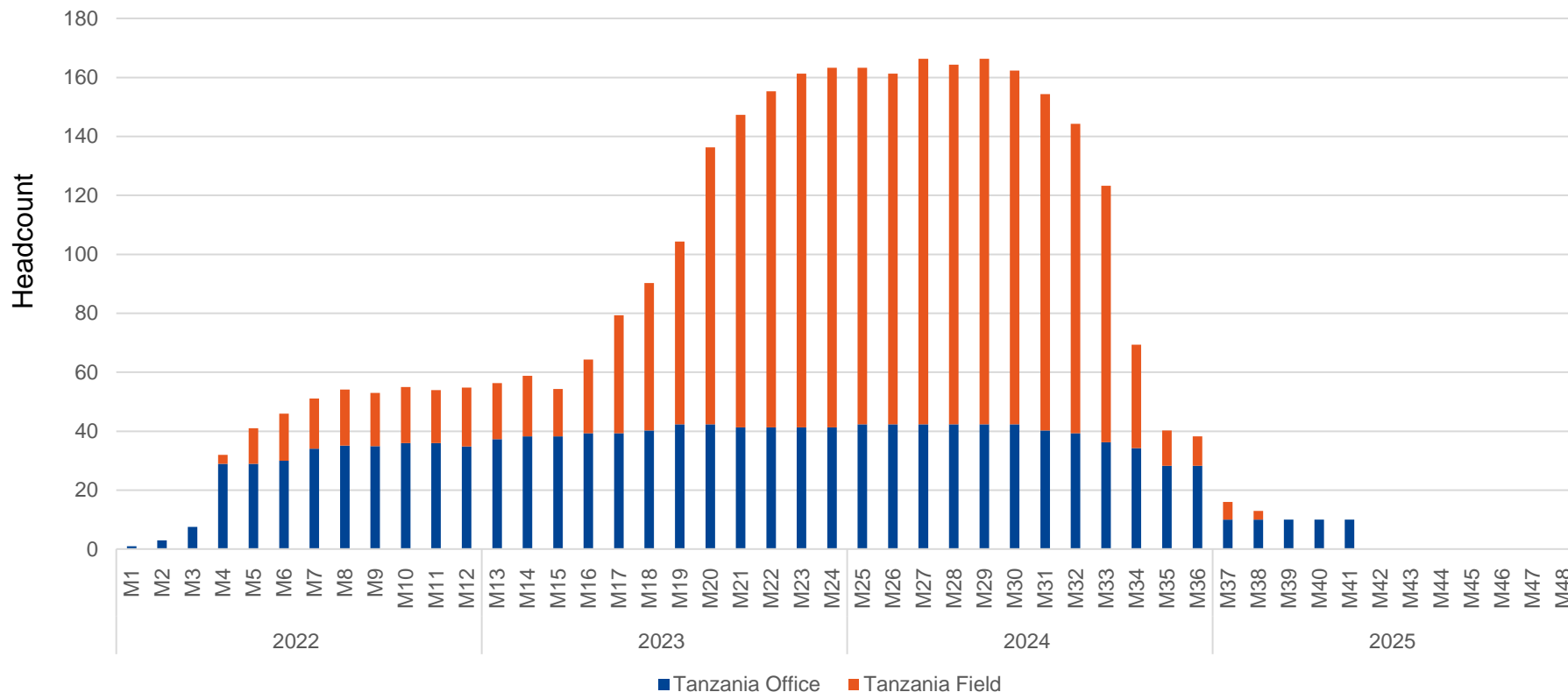


↑
Work in Tanzania begins

Dates might be Subject to change based on the project official FID

TANZANIA MOBILIZATION PLAN

Tanzania - Manpower Mobilisation Plan



Note – direct employees on the project

Dates might be Subject to change based on the project official FID

OFFICE BASED ROLES

Project Management & Support	Procurement	Health and Safety	Project Controls	Compliance
Administrator Assistant	Procurement Lead	Safety Reporting	Planner	Permitting and Government Liaison
Quality Technical Clerk	Buyer	H&S Coordinator	Cost Controller	Local Content Officer
Project Management - Engineering	Subcontracts Specialist	H&S Reporting	Reporting Lead	Environmental Office
Secretary/Receptionist	Claims Manager	Journey Management Coordinator	Finance and Admin Manager	Social Officer
Training Admin	General Construction Management		Accountant	Community Liaison
Travel, Visa, Immigration, Work Permits Admin	Construction Administrator Assistant		PAF/Timesheet Admin	
Office Manager	Construction Quality Manager		Document controller	
Subcontracts Specialist	Contract Admin		IT deskside support	
Interface Coordinator/Integrator/IMS	Follow-on Engineering			
	Permits & Lands Advisor Tanzania			
	Field Administrator Assistant			

SITE BASED ROLES

Construction Management	Procurement	Health and Safety	Quality	Field Engineering
Field Construction Supervisors	Field Contracts Administrators	Field H&S Officers	Civil Inspector	Field Civil Engineers
Interface Coordinators	Field Document Controllers	Permits & Lands Advisors	Civil Quality Inspectors	Field Electrical & Instruments Engineers
Field Planners	Field Materials Controllers		Civil/Structure Inspectors	Field Geotech Engineers
Project Controls Reporting	Logistics Officers		Coating Inspectors	Field Mechanical Engineers
Quantity Surveyors			Electrical & Instruments Inspectors	Field Piping Engineers
Surveyors			Field Environmental Inspectors	Field SCADA Engineers
CMT Database Administrator			Mechanical Inspectors	
Commissioning Admins			Quality Leads	
Field Administrator Assistants				

RECRUITMENT PROCESS

Roles will be for both Office (Dar Es Salaam) and multiple site locations

We will be recruiting project specific roles through

- Norplan
- Interconsult

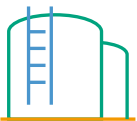
We will also be using in-country recruitment agencies to advertise and promote jobs.



- For every role in Tanzania we will prioritise Tanzanian candidates as long as they have the skillset.
- Each role will clearly explain what skills & qualifications are required
- All engineers will be required to be registered with the ERB

Mechanical

- Pumps
 - Progressive cavity
 - Crude Oil recirculation
 - sump
 - Centrifugal
- Tanks
 - Potable Water
 - Fuel storage
- Overhead travelling cranes
- Hoists & trolleys



Electrical

- Perimeter Lighting
- EHT Local Control system & auxiliaries
- HV and MV cables
- Power junction boxes
- Power service sockets
- Lighting protection equipment

Telecoms

- Telecoms cables & junction boxes
- Marine navigation aids



Instruments

- Instrument junction boxes
- PIG signallers
- Instruments
 - Temperature
 - Pressure
 - Level
- Analysers
- Flow Measurement instruments
- Valves
 - Control
 - Actuated
 - Pressure safety
 - Self actuating . Pressure regulating



PROJECT GOODS PROCUREMENT

Architectural & civils

- Building furniture & equipment
- Warehouse & workshop equipment
- Drainage interceptors

Safety

- Safety Equipment
- Foam packages
- Fire & gas detection



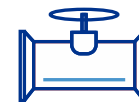
Hydrology

- Submersible pump
- Water supply treatment
- Waste water treatment
- Sewage treatment



Piping

- Bolts & nuts (24" and above)
- Gaskets (24" and above)
- Valves
 - Butterfly
 - Globe
 - Gate
 - Check
 - Double block & bleed
- Hose couplings
- Flexible hoses
- Vent screens



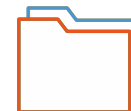
CALL FOR TENDER PROCESS

Key Principles

- Everything is documented & recorded.
- Procurement is project specific and is a joint EACOP and Worley process
- Subject to Worley and EACOP Quality reviews & standards

1. Expression of interest/advertisement in The Citizen & Daily News

- Commitment to, and evidence of, local content
- Technically able to deliver the scope
- Experience list
- ISO certification
- Extract from Quality Management System to show positive material ID process
- 2 year lookahead of their shop loading charts (for manufacturing tenders)



2. Prequalification

- Questionnaire
- Detailed review



3. Tender Process

- Sealed bid tenders
 - Technical, local content, compliance, price
- Shortlist process
- Detailed evaluation of the shortlisted submissions



CONTRACTS TO SUPPORT WORLEY OPERATIONS

- Transportation – In Dar es Salaam - Q1 2022 to 2025

- Buses to transport employees
- Cars to transport employees
- Drivers



- Hotel accommodation Q1 2022 to 2025

- Required for travelling employees before they go to site and when they return
- Other flight locations



- Security Q1 2022 to 2025

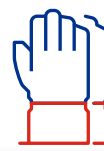
- Requirements to be confirmed

- Office supplies Q1 2022 to 20205



- IT & Equipment Q1 2022 to 2024

- PPE Q12022



Key Principles

- Everything is documented & recorded.
 - Procurement is Worley process
 - Subject to Worley reviews & standards
1. Expression of interest/advertisement in The Citizen & Daily News
 - Commitment to, and evidence of, local content
 - Able to deliver the scope
 - Experience list
 2. Prequalification
 - Questionnaire
 - Detailed review
 3. Tender Process
 - Sealed bid tenders
 - Shortlist process
 - Detailed evaluation of the shortlisted submissions

Worley Europe Limited – EACOP Project

27 Great West Road

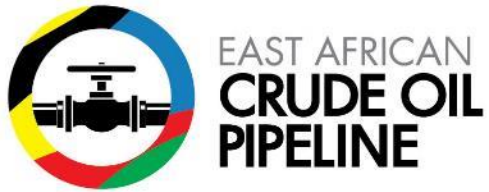
London

TW8 9BW

United Kingdom

- **Project Director:** Daniel Rapiti
- **Local Content Manager:** David Bishop
- **Procurement Manager:** Alison Masterson
- Email - **EACOP-supplierinfo@Worley.com**

Worley Tanzania Contact details will be provided in due course



EACOP LOCAL CONTENT FORUM

“Optimizing Local Content for the success of the East African Crude Oil Pipeline (EACOP) Project”



MAIN LOGISTICS CONTRACTOR (MLC)

OUR PROJECT STRUCTURE IN TANZANIA



Super Star Forwarders Company (SSF) & Bolloré Transport & Logistics Tanzania Ltd have created a Tanzanian Company ***E.A.L.S Limited (East African Logistics Services Limited)***

E.A.L.S Limited Shareholding

- 40% Super Star Forwarders Company Limited (100% owned by Tanzanian shareholders)
- 60% Bolloré Transport & Logistics Tanzania Limited

SYNERGIES

SUPER STAR FORWARDERS

- Transport Operations & Management
- Heavy Asset Management
- Health, Safety, Social, Security, Environment (H3SE) – Transport Reference in Tanzania
- Advanced Driver Training Program
- Local Communities Management
- Investment Capacities
- Footprint & Facilities Developments in Tanzania
- IT System and In-Vehicle Monitoring System (IVMS)

AEO (Accredited Economic Operator) in East African Community under the World Custom Organisation

Experienced Regional Transporter

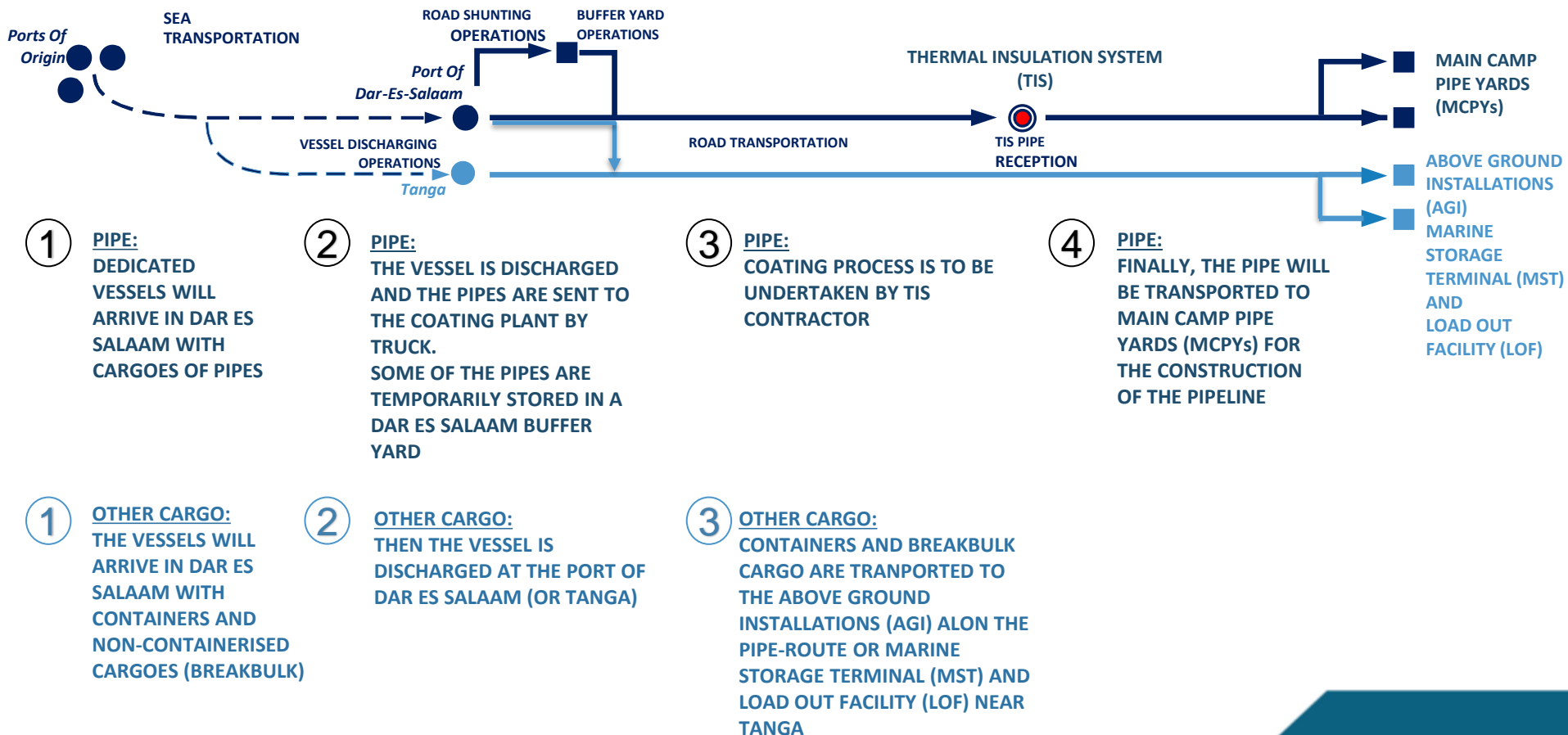
BOLLORE TRANSPORT & LOGISTICS

- Control Tower Functions
- Regional Hub & International Transportation Offshore
- Health, Safety, Social, Security, Environment (H3SE)
- Quality Assurance (QA) / Quality Control (QC)
- Contract Management
- Vessel Agency & Port Interface in Tanzania
- Yard Management
- Information Technology (IT) System and Track & Trace
- Customs & Taxes Compliance Structures

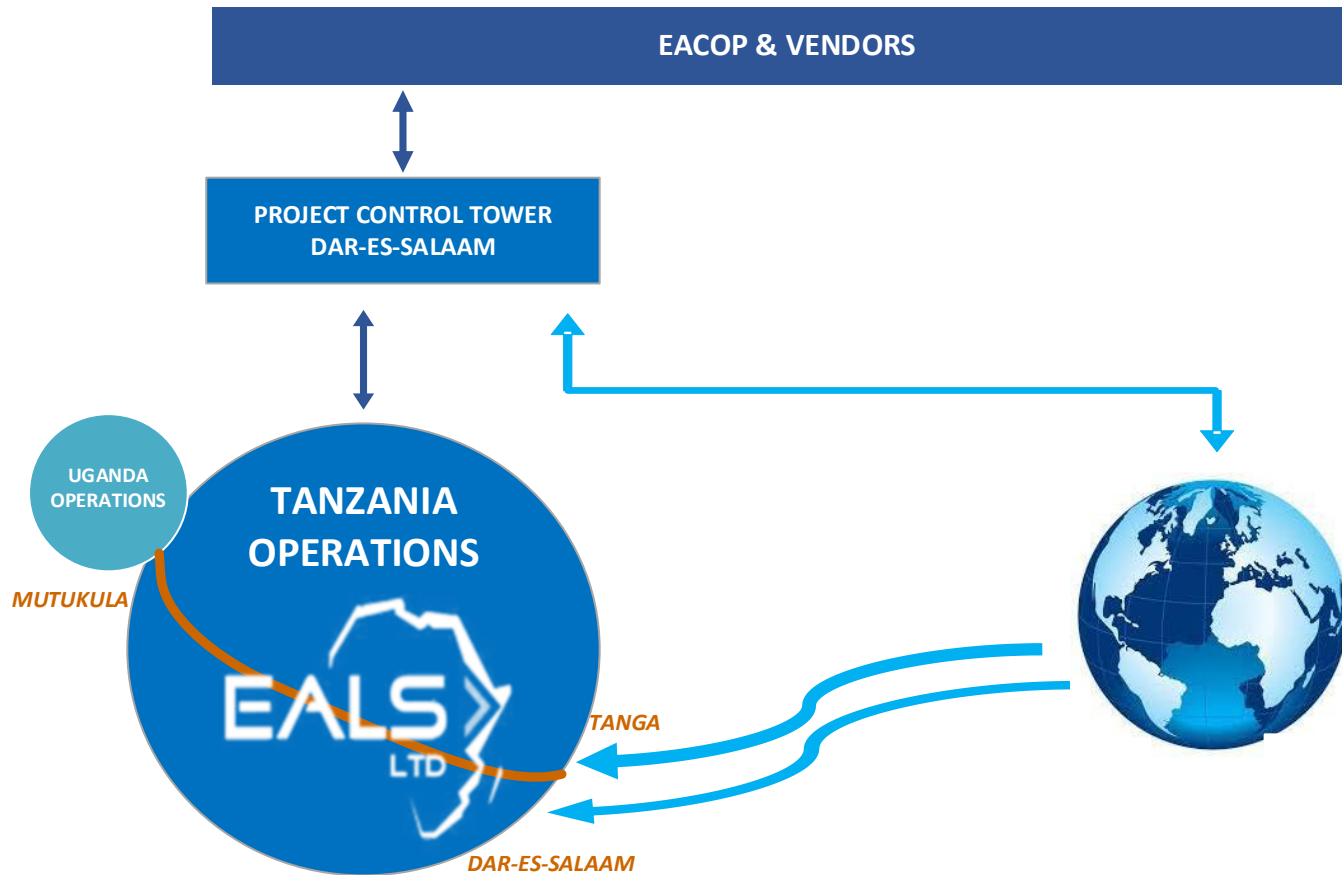
GLOBAL LOGISTICS NETWORK IN AFRICA

IN TANZANIA SINCE 1932

18 METRE LINE-PIPE / OTHER CARGO

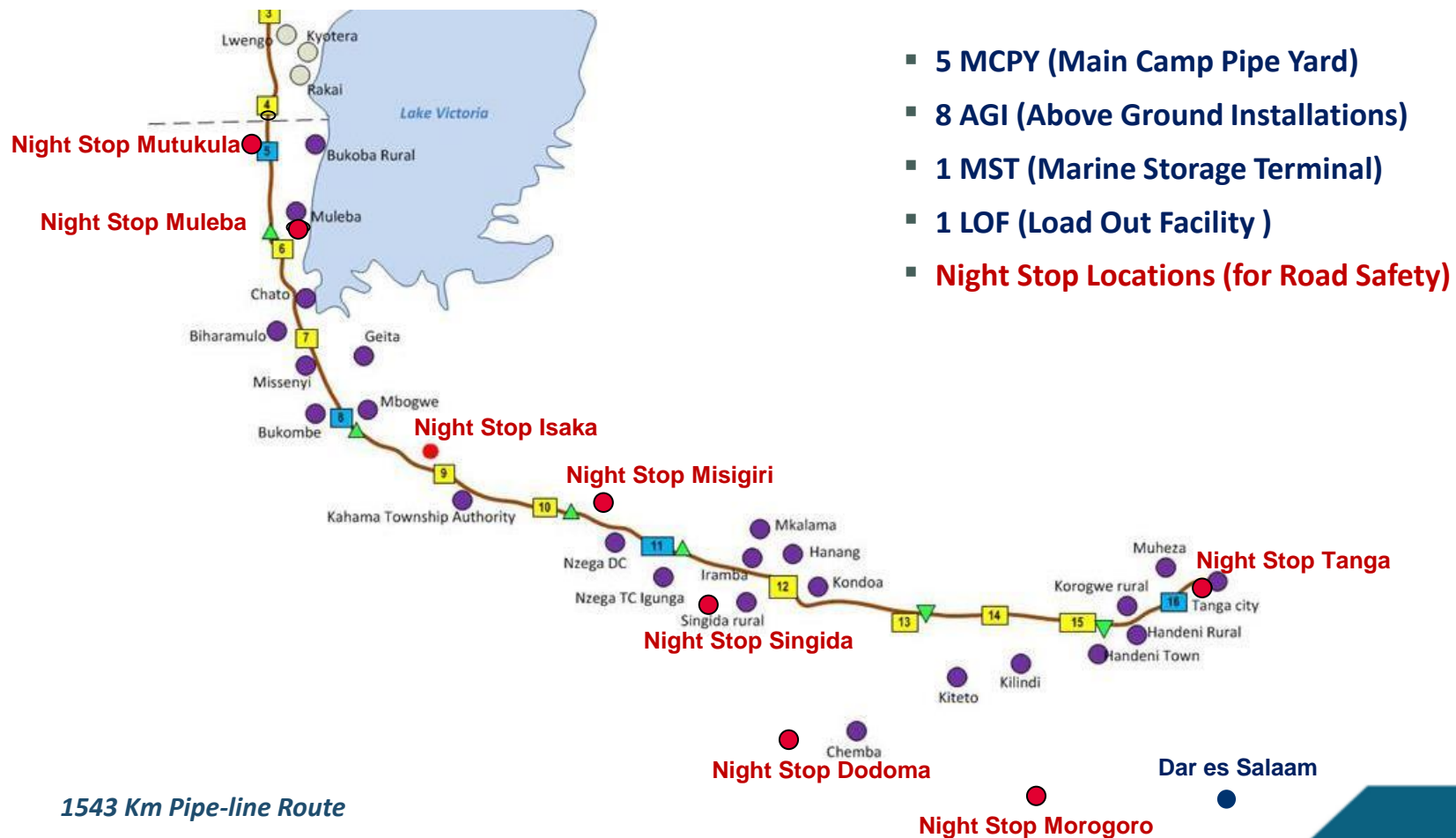


SCOPE OF WORK



PIPE ROUTE / COMMUNITY ENGAGEMENT

MULTIPLE COMMUNITIES ALONG THE PIPE-ROUTE:



Local Employment


	Management	Technical	Other/Unskilled	Overall
Contractor / Nb Tanzanian	8	60+	50+	118+
Subcontractor / Nb Tanzanian	0	10+	500+	510+

Employment Histogram *Effective Date (ED) = Contract Commencement Date*



**Based on Current Planning

Dates might be Subject to change based on the project official FID



Priority will be given to Local personnel for technical and management positions where such skillset exist

Local Approach in Recruitment will be adopted

Database & maintain a pool of labour applications at Local level

Recruitment process is governed by Tanzanian Law

Local Personnel

- **Job Advertisements** within local communities
- Shortlisting and interviewing, considering fair representation of the local communities
- Onboarding, induction and training program

Tanzanian Skilled / Management Staff

- **Job advertisements**
- Shortlisting, interviewing and selection
- Onboarding, induction and skills development program

Job Title	No.
Drivers	>400
Riggers / Signals	>40
Maintenance Team	>25
HSE Officers	>20
Trainers	>20
OTHER POSITIONS – including:	>50
<ul style="list-style-type: none"> • Clearance & Forwarding Managers • Cleaners • Disbursements Controllers • Documentation Controllers • Exemption Coordinators • Inventory Officers • Lashing Equipment Supervisors • Local Content Manager • Main Camp Pipe Yards Site Supervisors • Mechanical Handling Equipment Operators • Office Intendents • Operations Supervisors • Port Clerks • Port Documentation Managers • Port Documentation Officers • Port Handling & Lifting Supervisors • Port Operations Managers • QHSE Managers • Reporting Officers • Road Documentation Officers • Road Marshalls • Road Operations Coordinators • Road Permit Officers • Road Tracking & Monitoring Officers • Road Transport Supervisors • Runners • Shipping Line Officers • Shunting Coordinator Officers • Site Administration Managers • Site and Operations Managers • Track & Trace Officers • Permits Coordinators • Yard Supervisors 	

Main Logistics Services Provider

- Transportation
- Security
- Foods & Beverages
- Hotel Accommodation & Catering
- Office Supplies
- Fuel Supply
- Land Surveying
- Crane Hire Other than Specialised Construction Equipment
- Locally Available Construction Materials
- Civil Works
- Communication Services
- Waste Management

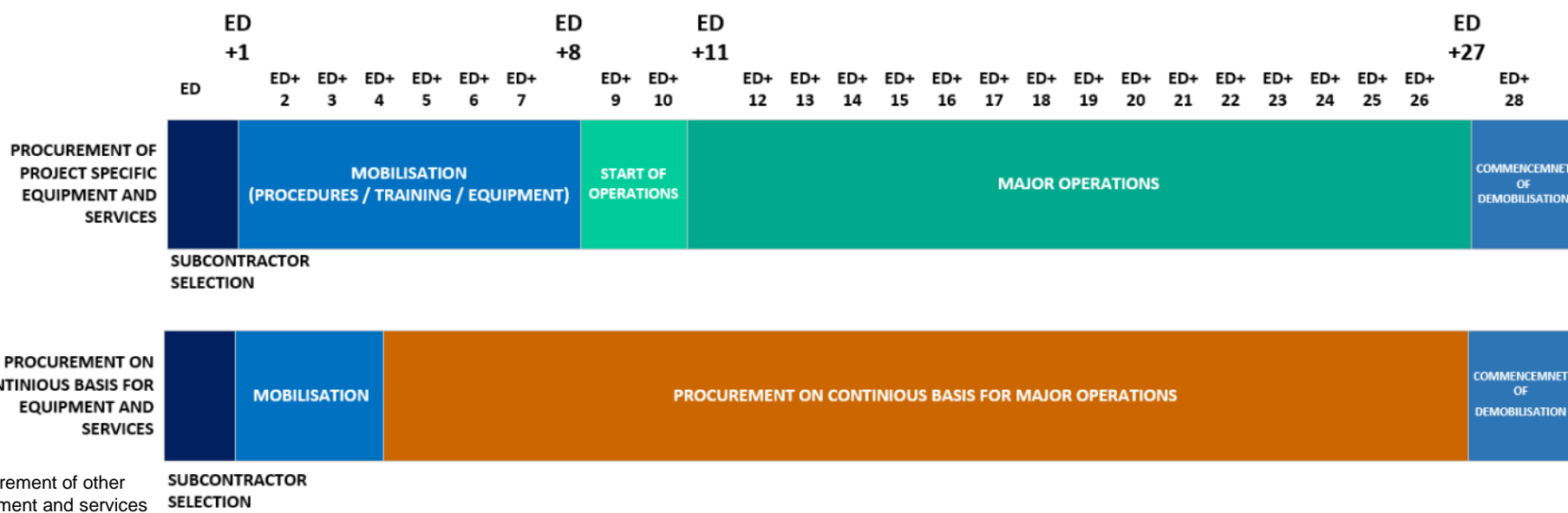


- Prime-Movers & Trailers
- Mechanical Handling Equipment
- Mobile Workshop
- Personal Protective Equipment (PPE) & Signage
- HSE (Cleaning, Spill Kits, Firefighting, etc.)
- Accommodation Containers
- Lavatory Containers & Changing Room
- Storage & Maintenance Containers
- Furnishings (Office & Dormitory)
- Handling and Lifting Accessories (Lashing, Shackles, etc.)
- Light Vehicles (4 Wheel Drive, etc)
- Lighting Towers
- Motorbikes
- Communication (Computers, Radio Hand Sets, etc)
- Catering & Food Vending



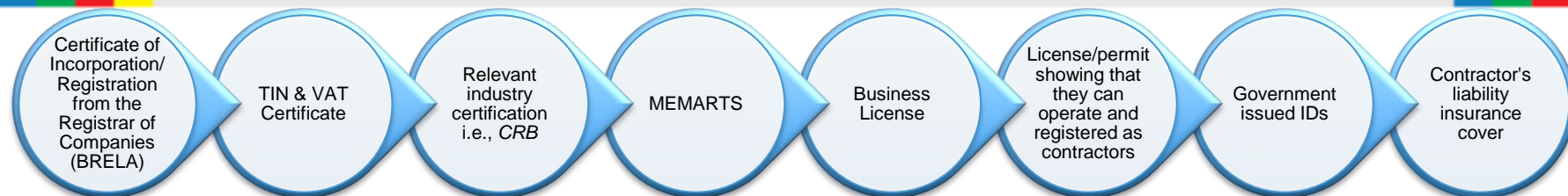
- Road Transportation
- Escort / Road Patrol Operations and Management
- Transport of Personnel
- Health and Medical Checks
- Labour Sourcing Services
- Legal Accounting and Financial Services
- Hygiene Services
- Catering Services
- Sites Security Services
- Yard Operations
- Management of Contractor's Main Camp Pipe Yard (MCPY) Operations





Dates might be Subject to change based on the project official FID

PROCUREMENT PROCESS/ BUSINESS TO BUSINESS



Procurement of Local Goods & Services

- **Expression of interest / advertisement** with detailed scope of work
- Questions and clarification sessions
- Apply Main Logistics Contractor (MLC) Subcontracting Management System
- Evaluation of commercial and technical proposals
- Notify approved suppliers (intent to award)
- Purchase orders and contract requirements

Duration of the process: between 0 – 3 months

Point of Attention for Local Companies

- EWURA LSSP registration to be completed
- All legal documentation, certification etc. to be valid
- Periodic Supplier reviews
- Reporting process requirements
- Suppliers to agree with all Project Standards (HSE, Ethics, Legal, Insurance, etc.)

Service Providers to demonstrate:

- Previous experience
- References from current and past clients
- Understanding of the Project's requirements
- Relevant training / qualifications (heavy vehicle driving licences, operator licences, etc.)

E.A.L.S Limited (East African Logistics Services Limited)

Address:

**Nelson Mandela Road, Plot N° 27, Tabata
P.O. Box 1683, Dar-es-Salaam - Tanzania**

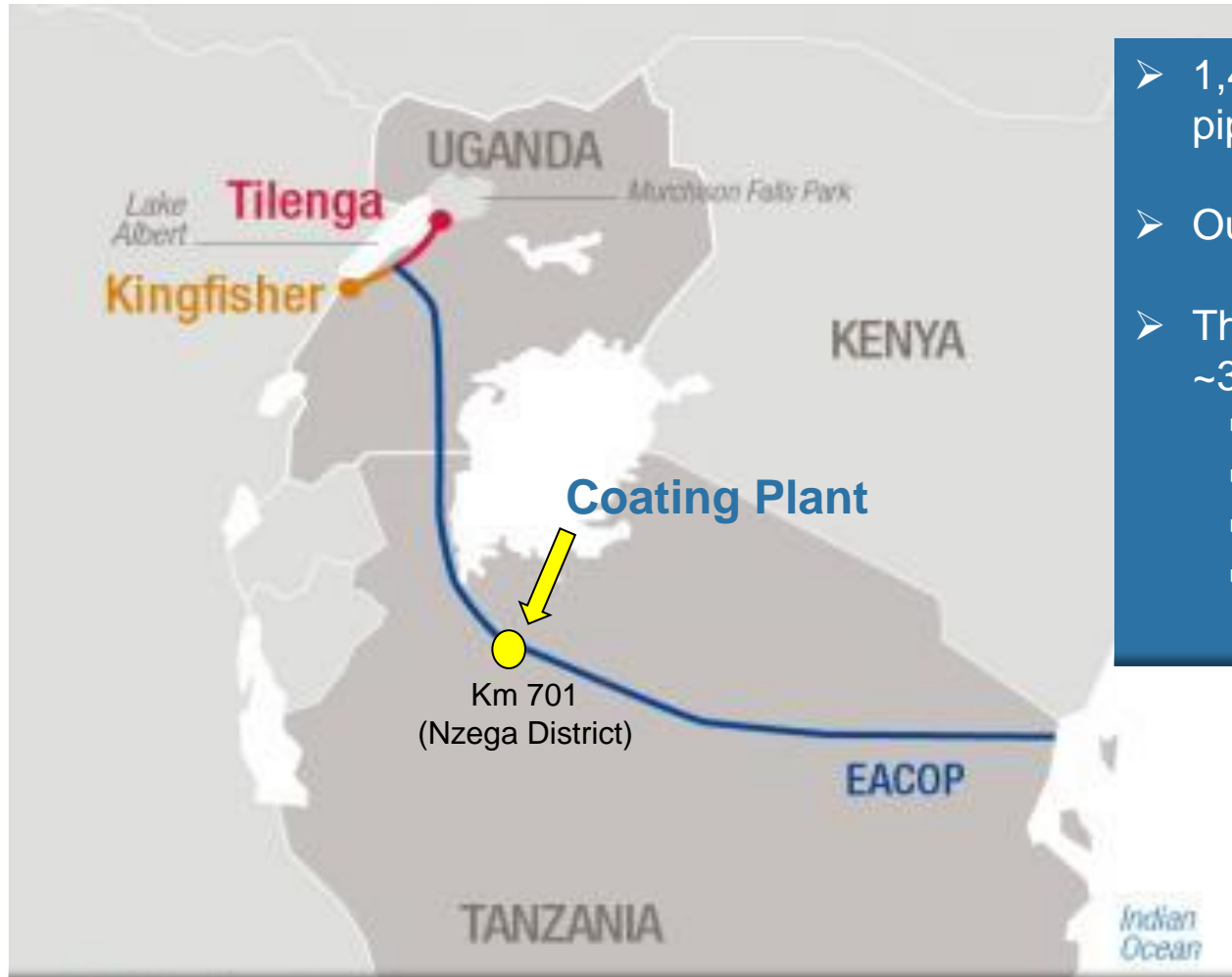
enquiries@eals.co.tz

PREPARATION OF EACOP LOCAL CONTENT FORUM THERMAL INSULATION PACKAGE

“Optimizing Local Content for the success of the East African Crude Oil Pipeline (EACOP) Project”

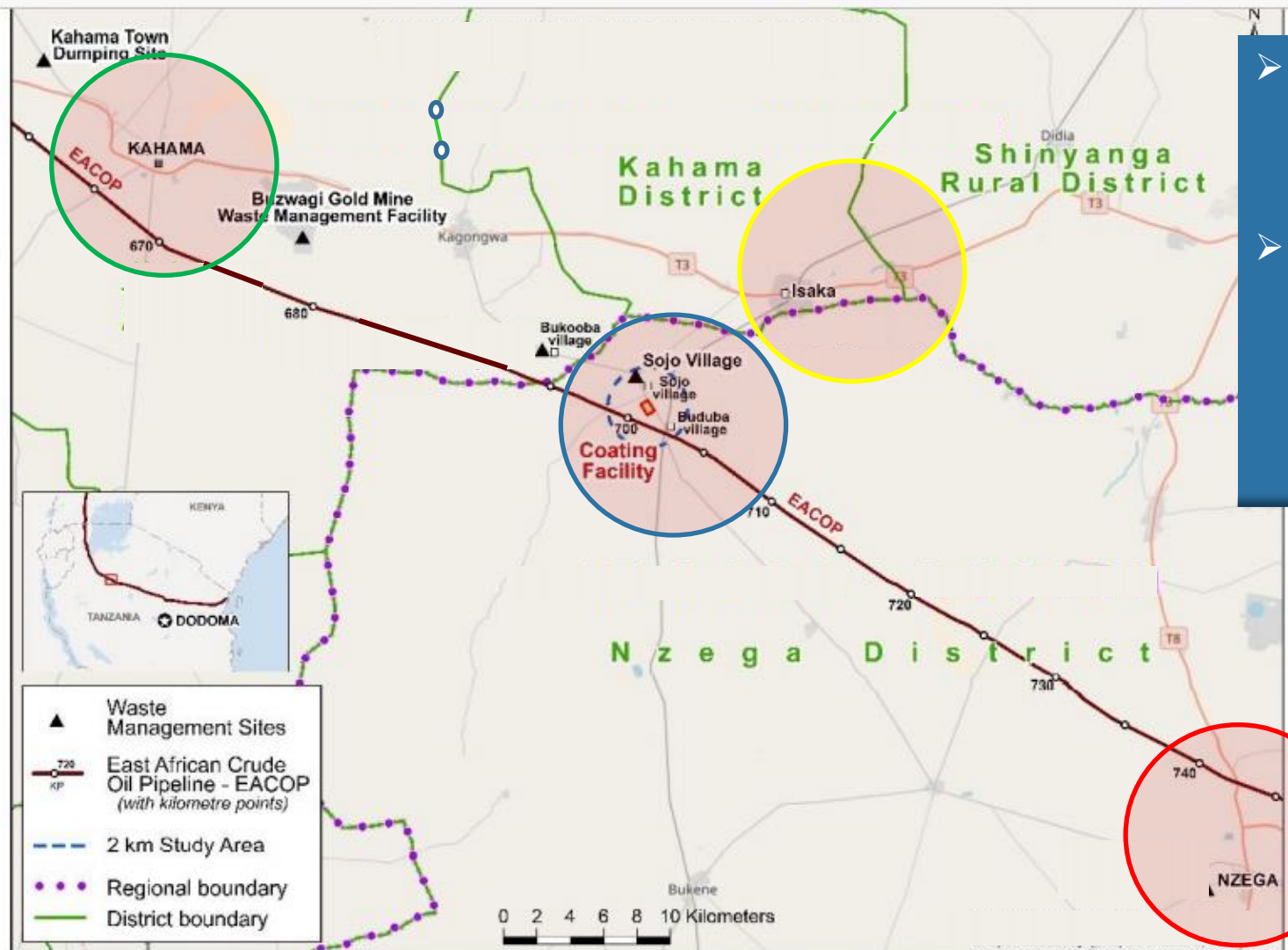


ISOAF INTRODUCTION



- 1,443 km crude oil export pipeline to insulate.
- Our plant will be at KM 701
- The plant will have ~350.000 m²
 - workshop
 - warehouse
 - camp
 - pipe storage

ISOAF INTRODUCTION



- The plant will be in the area of Sojo Village
- Nearest cities are
 - Isaka
 - Kahama
 - Nzega

ISOAF INTRODUCTION

- Waxy Crude Oil
- Viscosity at normal temperature is a problem



- Thermal Insulation Coating (75 mm PU + 5 mm HDPE) in combination with electrical heating

- EACOP will be the longest heated oil pipeline in the world



ISOAF SCOPE OF WORK

10 months Mobilisation & Construction

17 months Production



Civil Works Tanzania

Yard Preparation :
35 hectare

Covered Area:
15,000 square meter

Camp: 50 people

Services:

- Energy: 4,5 MW (Mega Watt)
- Security
- Catering
- Industrial Services
- Personnel Transportation
- Clinic



Plant Mobilisation Tanzania

2 Conti Lines
(Continues Molding
system for application
of TIS coating)

90 days assembling

Local Content

500 metric tons of
Equipment

50 kilometres of
Electric Cables



Raw Materials

41.000 metric tons
of Raw Materials

2 Months of Stock

3,5 Million Liters of
Diesel

Covered Area:
15,000 square
meters

100 metric tons/day
for TIS (thermal
insulation system)



Pipe Reception

Vacuum lift method

FBE (Fusion
bonded epoxy
coating) Inspection

5.000 m/day



TIS (thermal insulation system) Application

Conti Line method

FBE Repair

End Measurement

Channel Installation

100 km /month

Quality Control

Traceability 100%



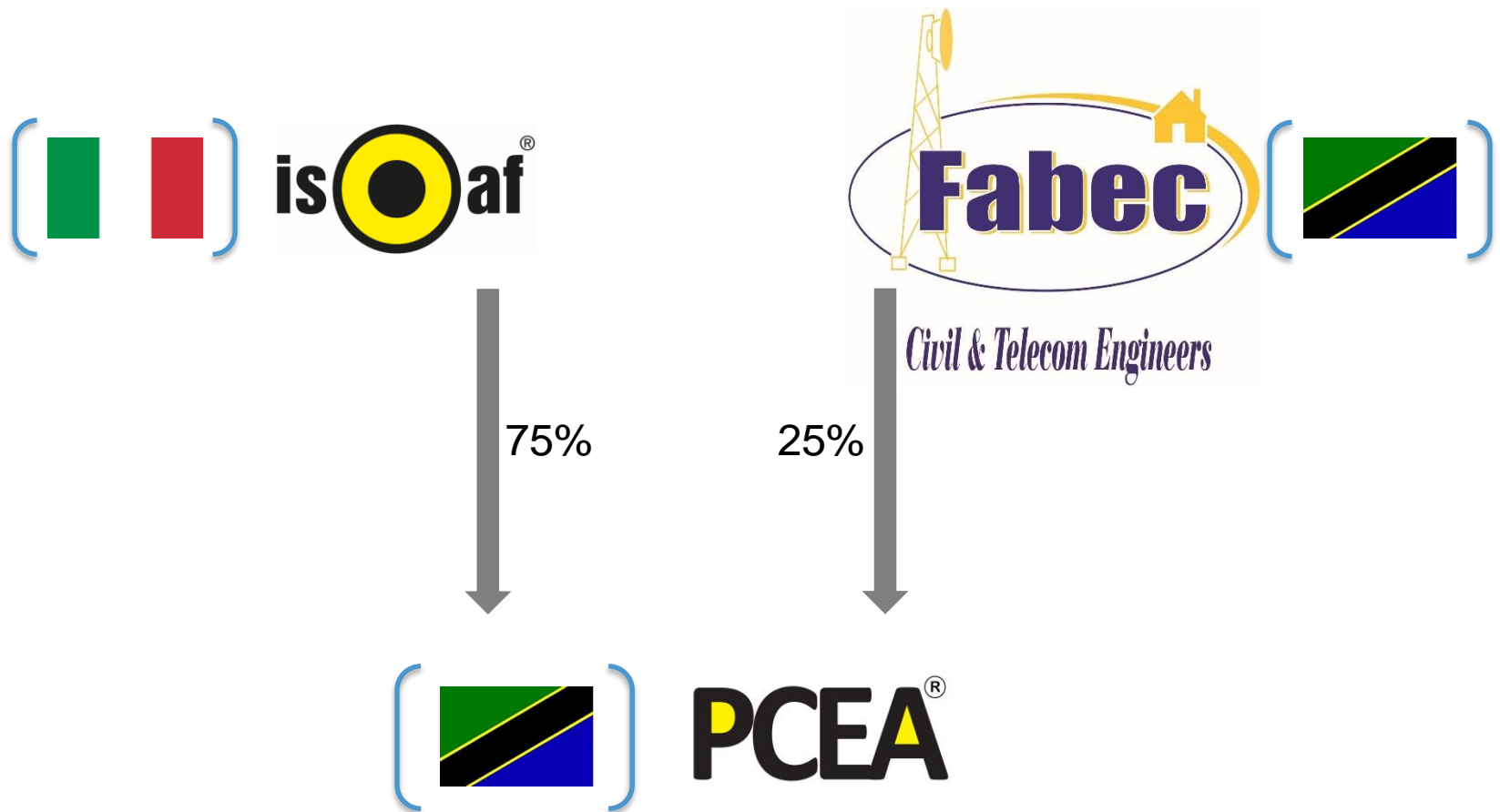
Storage & Dispatch

Vacuum Lift

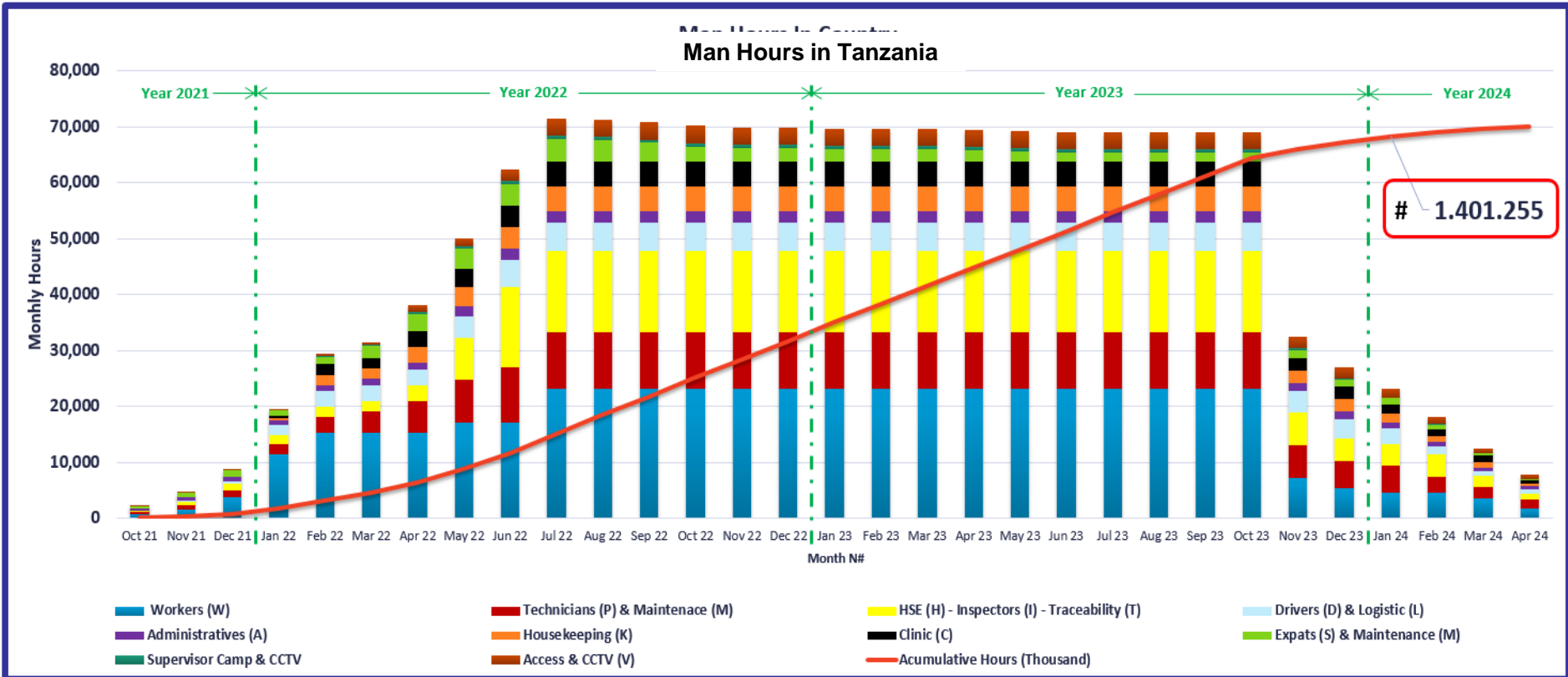
Berm stacking area

5.000 m/day
(dispatch)

ISOAF CORPORATE STRUCTURE



ISOAF LOCAL EMPLOYMENT



Assumed Effective Date : mid September '21

	Management	Technical	Other/Unskilled	Sum
Employees % Tanzania	45%	95%	100%	94%
Employees # Tanzania	10	125	180	315

Estimated cumulative man hours

Dates might be Subject to change based on the project official FID

ISOAF RECRUITMENT PROCESS (SELECTION)

Labour Plan

ISOAF will recruit with priority from communities.

All local staff will develop their working capabilities to the highest possible level. To guarantee a safe and successful job ISOAF will establish a proper evaluation, monitoring and training program.

During the Civil works, ISOAF will qualify the staff for plant production considering the following:

- Adherence to safety rules (HSE)
- Technical capability
- Capacity of learning different activities



ISOAF TRAINING PROCESS

Training Objectives



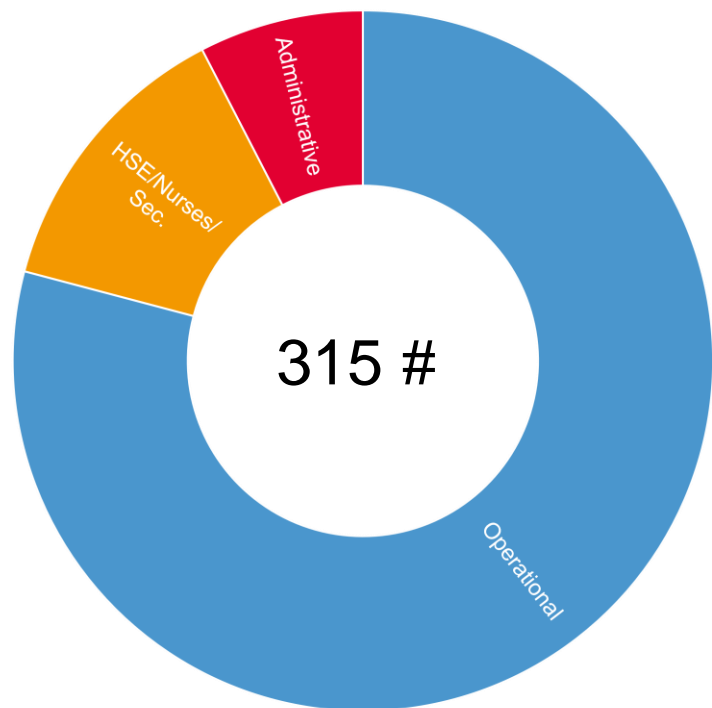
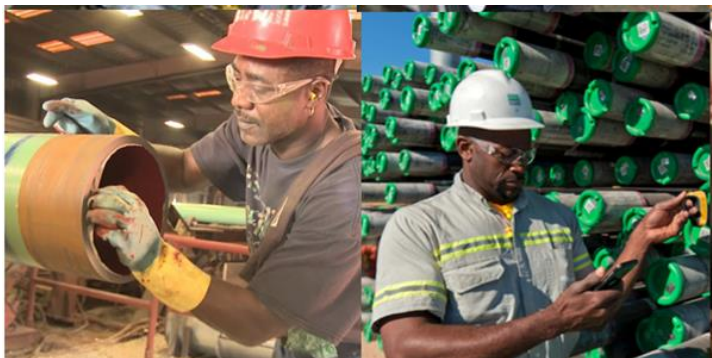
Implement a cultural appropriate employment towards training process and practices

Identification of suitable project roles

Support initiatives that allow to motivate personal development within a safe environment



ISOAF TANZANIAN EMPLOYEES



Job title	#
Engineers	5
Electricians	12
Mechanicals	15
Excavator Operators (Vacuum Lift)	12
Drivers (Farm Trucks)	10
HSE	22
Logistic	4
Quality Control	28
Clinic (Nurses and Doctor)	4
Administration & Finance	10
Workers	139
House Keepers	25
Security	16
Others (IT, HR, etc.)	14

: estimated number of people

RESERVED CONTRACTS

ISOAF has reserved for local subcontractors the following contracts for the procurement and supply of goods, works and services :

- Transportation
- Security
- Food and beverages
- Hotel accommodation and catering
- Office supplies
- Fuel supply
- Land surveying
- Crane hire other than specialised construction equipment
- Locally available construction materials
- Civil works
- Communication services
- Waste management

LOCAL GOODS / PROCUREMENT PLAN

Personal Protective Equipment

Paints (Various Type)

Drinkable Water (600 l/ day)

Diesel, Euro Quality (3.5 million liters)

Hand Tools

Polyethylene Film



Farm Tractor (6)

Computers (50)

Pick up and cars (5)

Crane 50 ton

Construction Materials

Gravel & Sand



Light Towers (5)

Office Equipment

Furniture (Accommodation: 40)

Electric Materials

Fencing Materials

Pumps, Electric Motors

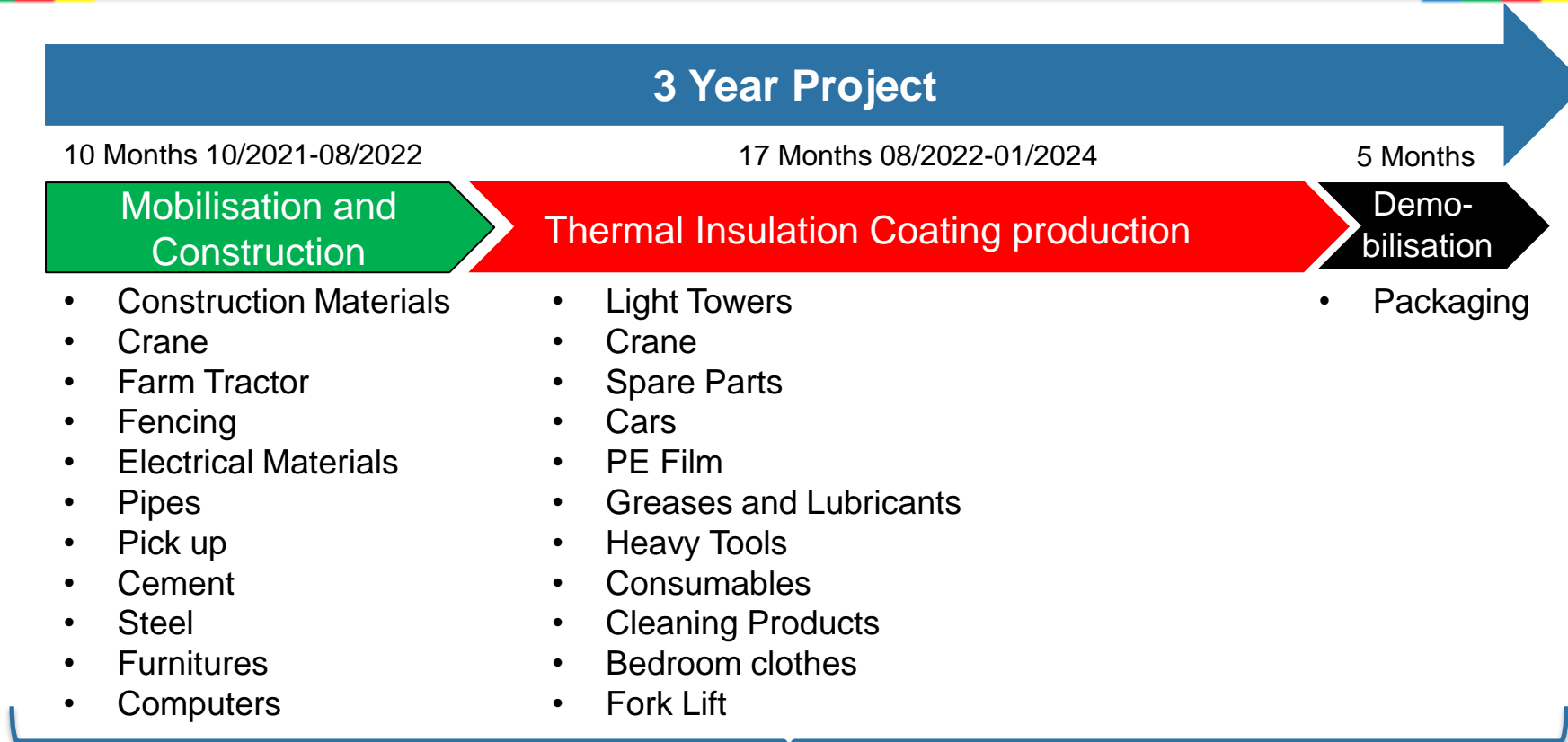
CCTV Camera Equipment

Pipes (Plastic and Steel)

Metallic Products



LOCAL GOODS / PROCUREMENT PLAN



During the Full Project

Personal Protection Equipment – Drinkable Water – Diesel – Electricity Materials – Agregates – Hand Tools – Office Supplies – Paints – Metallic products – Tires – Food

Dates might be Subject to change based on the project official FID

LOCAL SERVICES / PROCUREMENT PLAN

Catering

Security (24/7)

Clinic Services

Logistic for Equipment

Equipment Rentals in Tanzania

Telecommunication

Pest Control

3rd party Maintenance

Sat and TV Channels

Waste Disposal

Energy Supply (Alternative)

Hotel and Travel Agent

Labor Transport

Staff Transport

Flights in Tanzania

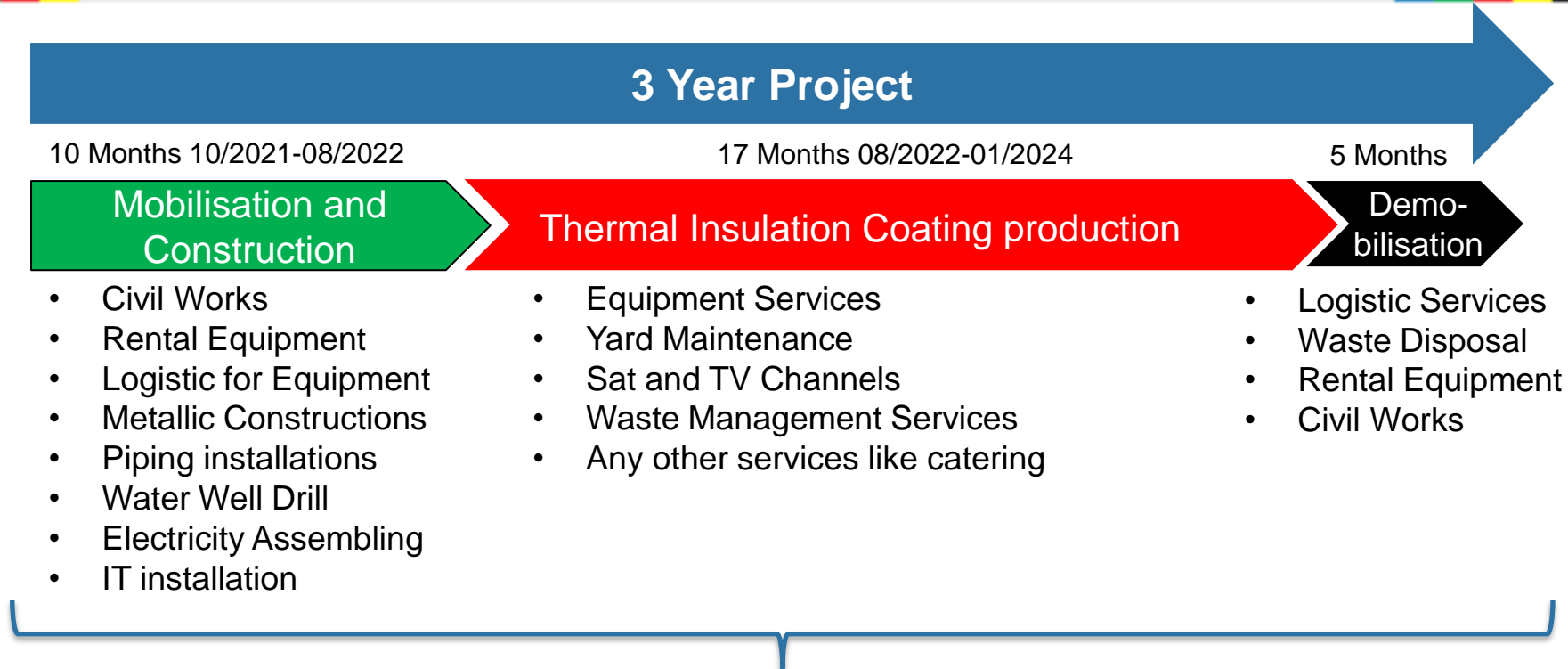
Medivac

International Freight

Insurances



LOCAL SERVICES / PROCUREMENT PLAN



During the Full Project

Security – Catering – Labor Transportation – Pest Control – Medivac – Telecom – Clinic – Insurance
Bank Services – Legal Consultants – Third Party Maintenance – Transportation – Flights – Forwarding
– Warehousing

Dates might be Subject to change based on the project official FID

TENDER PROCESS SUBCONTRACTORS

ISOAF will create a transparent and competitive Tender process for procurement of local goods and service :



- Local Companies have priority for subcontract works (Goods and Services)
- Contracts LSSP (EWURA) Registration is highly recommended
- HSE qualification is considered as base condition
- Local permits / registrations and work according local regulations
- Experience in similar activities condition to be invited to offer

ADVERTISING AND CONTACT POINTS

ISOAF ways of contacting local subcontractors

- Meetings to inform potential subcontractors coordinated with local authorities
- Business associations (e.g. ATE)
- Ewura LSSP data base
- PCEA research with own local Staff
- PCEA's Bank clients
- Local press advertisement



Example of local press advertisement



ADVERTISED:
REQUEST FOR ANY OTHER SERVICES LIKE CATERING FOR EACOP PROJECT
REF:00100000000

TENDER EVALUATION CRITERIA

ISOAF has defined the key criteria for the award recommendation :

- List of priorities (communities, Ewura, etc.)
- Local Content
- Technical evaluation (including HSE and QA/QC)
- Conduct all business matters under highest ethical standards
- Timely delivery
- Commercial offer according to Tender documents
- Experiences in same activities
- Direct Supplier (no intermediary)

ISOAF will support the Subcontractors:

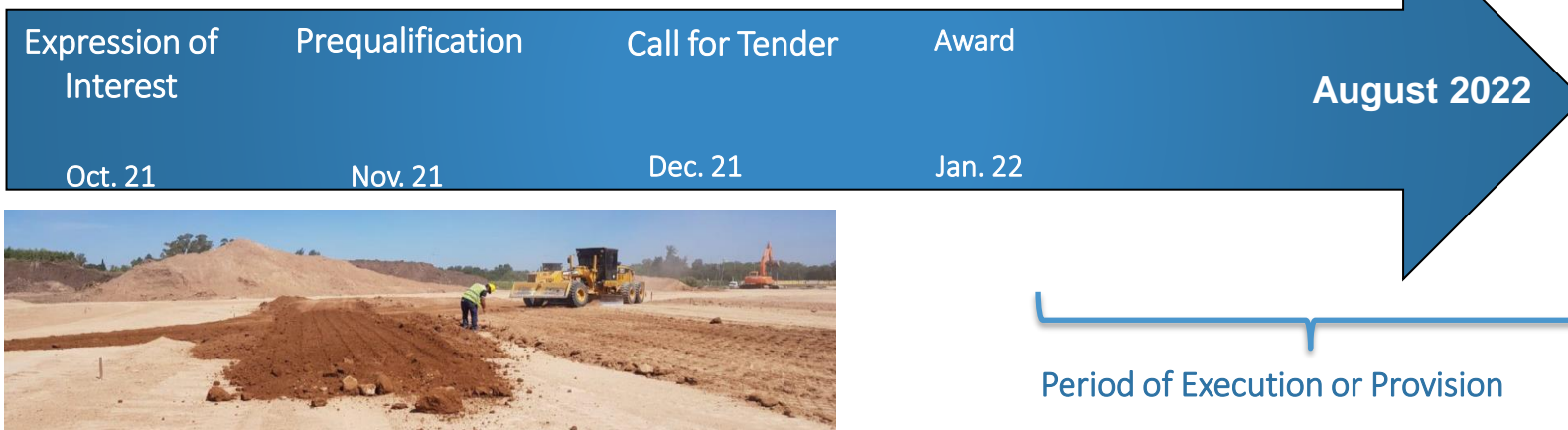


- Capacity building / Training
- Payment terms according to their activity
- Financial support (e.g. Letter of credit) with PCEA Banks in case of investments
- HSE and QC courses
- Technology Transfer where possible
- Assistance with existing services of Contractor

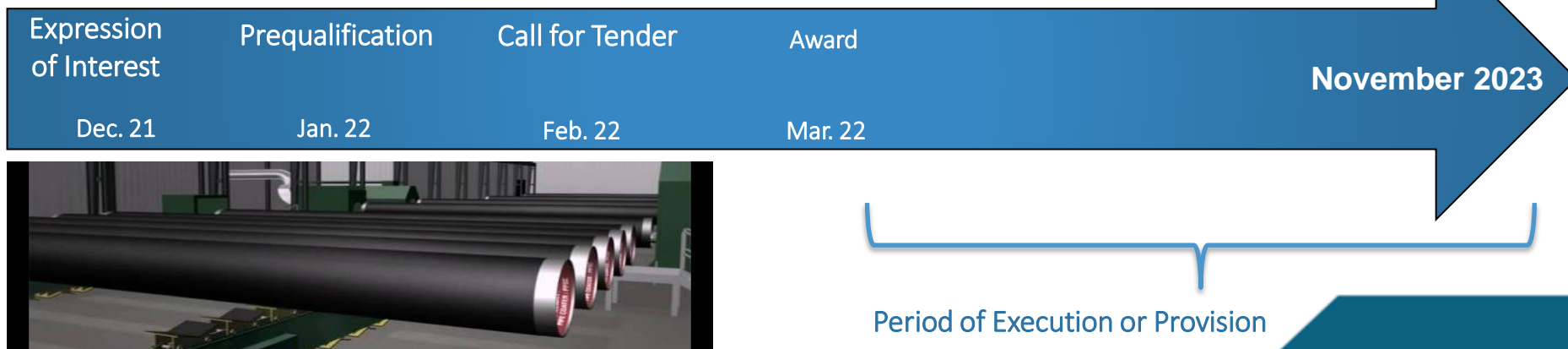
SCHEDULE GOODS AND SERVICES

Dates might be Subject to change based on the project official FID

Mobilisation and Construction of the Plant



Thermal Insulation Coating Production



CONTACT DETAILS



Isoaf S.r.l.

Via dell'Artigianato 347
45030 Villamarzana (RO)
Italia
info@isoaf.com



Pipe Coater (EA) Limited

P.O. Box 14886, Dominay Point
Mandela Road, Dar Es Salaam
Tanzania
info-t@isoaf.com

CONTRACTOR PRESENTATION EITS EQUIPMENT PACKAGE WORK

“Optimizing Local Content for the success of the East African Crude Oil Pipeline (EACOP) Project”



CONTRACTOR INTRODUCTION

The consortium between Schneider Electric France and SNEF (and their local entities) will deliver the EITS scope of EACOP

Schneider
Electric

SNEF

SE TZ Ltd ⁽¹⁾



EKIUM TZ Ltd



⁽¹⁾ Entity creation in progress

SE TZ Ltd and Ekium TZ (as affiliates of the parent companies) will manage procurement of local goods and services

About Schneider Electric - <https://www.se.com>

A leading supplier of **digital solutions** for **Sustainability and Efficiency**.

Through digital transformation integrating **world-leading process** and energy technologies, end-point to cloud connecting products, controls, software and services, across the **entire lifecycle**, enabling **integrated management**, for homes, buildings, data centers, infrastructure and industries.

About SNEF Group - <https://www.snef.fr>

A major supplier of **end-to-end services** throughout the life cycle of installations, built around a wide range of technical skills and with **multi-technical solutions** in the fields of energy, mechanics and **digital technology**. Promoters of the digital revolution, of Connected Objects, Big Data, cybersecurity, industry 4.0, Artificial Intelligence and Virtual Reality

SCOPE OF WORK

132kV GIS (Option)



ELECTRICAL



33kV
GIS



33kV
DVCAS/GIS



5.5/12kV
SM6/AIS



11/12kV
PIX/AIS



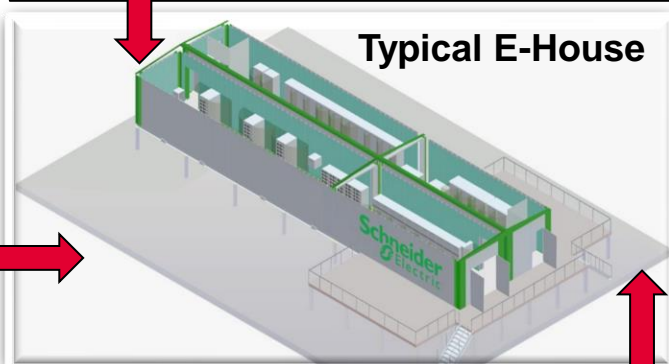
0.4kV
BLOKSET



AC UPS
GUTOR



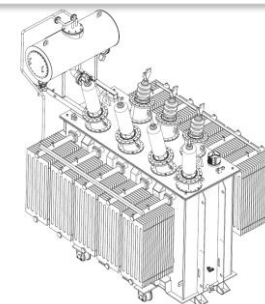
UPS Battery
SAFT



Typical E-House



Distribution Transformers/
Shunt Reactors



Power
Transformers

TELECOMMUNICATION & SECURITY



Telecom
masts



Meteo
System



CCTV
System



FO, data and
telephony network



Optical Transport
Network

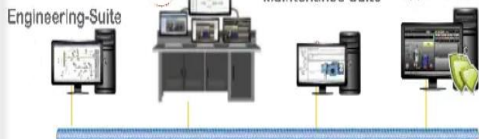


Cybersecurity

Instrumentation & Control

Operations-Suite

Maintenance Suite Application Suite



Intelligent Marshalling I/O

Schneider Foxboro / Triconex
Plant Control & Safety Systems



AVEVA OASys
Pipeline Management Software

Electrical and Pre- Assembled systems

This part of the Scope of Work consist of Engineering, Procurement, Workshop & testing, packing & preservation, assistance of installation, hook-up, commissioning and start-up, performance test, training for the Prefabricated buildings and integrated electrical systems like switchboards, transformers, HVAC, control systems etc.

Focus on Local market - Tanzania

1. Engineering, Procurement, Fabrication and Testing of the Prefabricated buildings
2. Customs Clearance, Storage and local logistic of free-issue equipment's
3. Integration/Installation of Cubicles inside the E-houses
4. Procurement of Prefabricated buildings Platforms and Stairs, PV Panels structure, Battery Racks;
5. Engineering, Procurement, Fabrication and Testing of LV Distribution Boards;
6. E-House Final Installation and Testing – local labour force/testing tools;
7. Field Cable Termination – local labour force;
8. Plant commissioning - local labour force;
9. Performance Tests - local labour force;
10. Final Documentation - local labour force;

SCOPE OF WORK

INSTRUMENTATION & CONTROL SYSTEMS

The Scope of Work consist of Engineering, Procurement, Workshop & testing, packing & preservation, assistance of installation, hook-up, pre-commissioning, commissioning and start-up, performance test and training of Plant Control System, System Integration, SCADA, Asset Management, Production Data Server

Focus on Local market - Tanzania

1. Import of INSTRUMENTATION equipment into country(Logistic/Custom clearance);
2. Prefabricated buildings equipment Workshop Testing – local labour force/testing tools;
3. Field Cable Termination – local labour force;
4. Plant commissioning - local labour force;
5. Performance Tests - local labour force;
6. Final Documentation - local labour force;

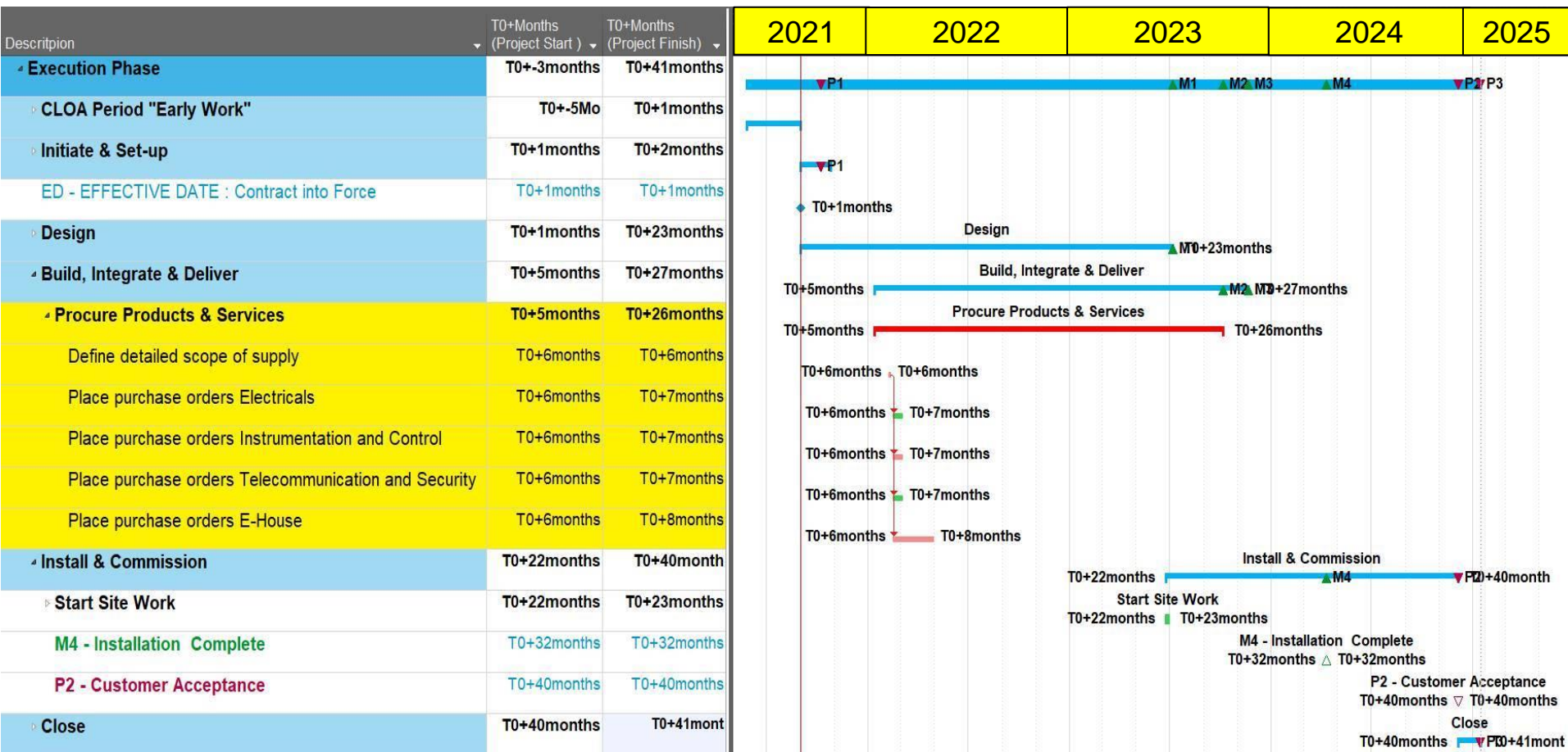
The telecommunications and security systems will be designed and implemented to provide an integrated infrastructure which will support all operations, safety, security, maintenance and administration.

FOCUS ON LOCAL MARKET - TANZANIA

1. Telephony system – Potential local procurement
2. CCTV systems – Local labour force and potential local procurement
3. Data and Fibre optics cabling – local labour force
4. Telecom towers and CCTV masts – local labour force and potential local procurement
5. Entertainment equipment (screens, projectors, sound system..) – potential local procurement
6. Assistance for commissioning – Local labour force
7. Assistance for site acceptance tests – Local labour force
8. Special tools and consumables – local procurement
9. Inland logistics – local procurement
10. Final documentation – local labour force

SCHEDULE

Note – Assuming T0 in September, any Local Procurement will not start before May 2022!



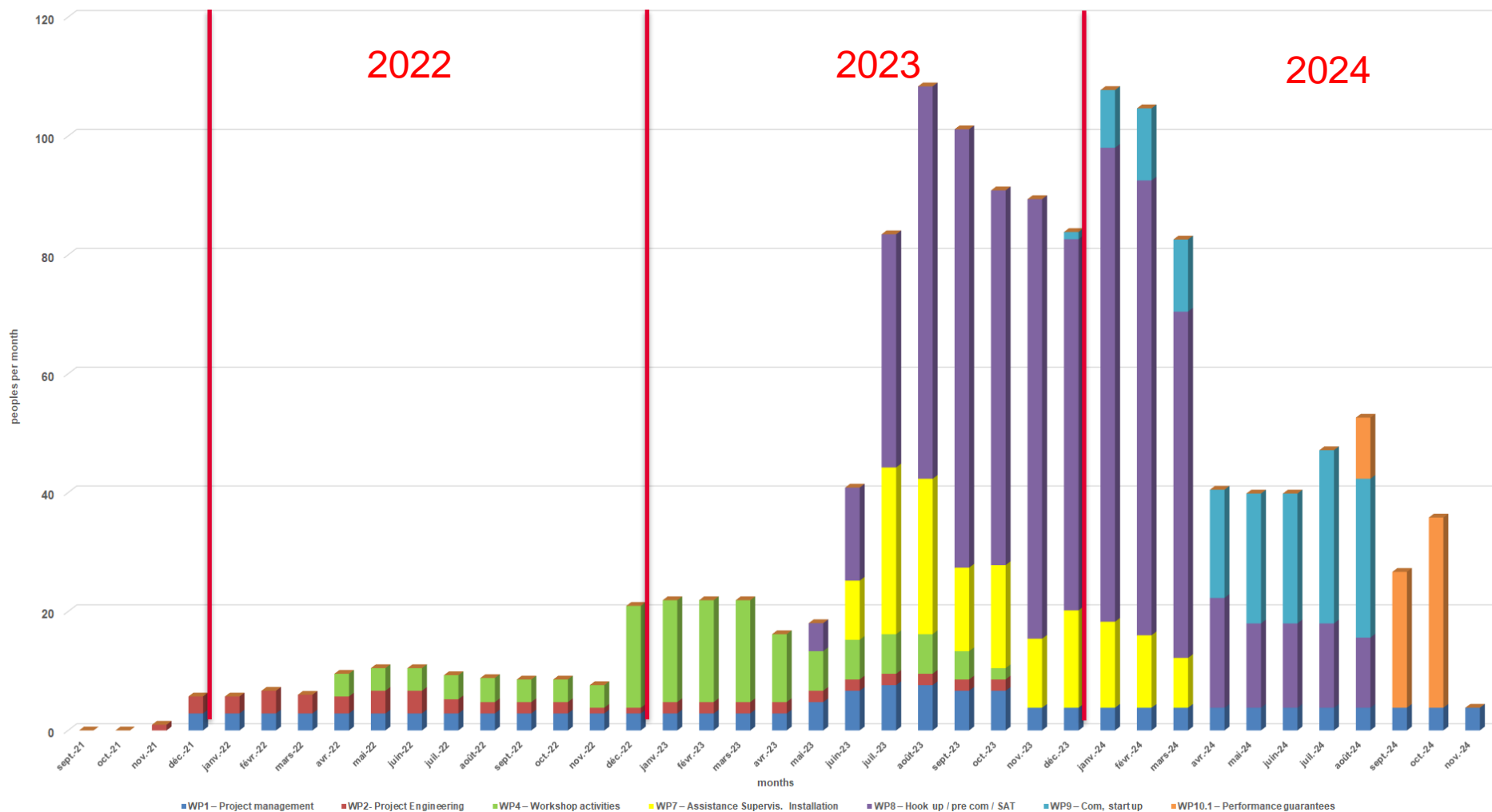
Dates might be Subject to change based on the project official FID

LOCAL EMPLOYMENT / MOBILIZATION PLAN

	Management	Technical	Other/ Unskilled	Overall
Contractor % Tanzanian	31%	70%	100%	70%
Contractor Nb Tanzanian	3	28	16	47
Subcontractor % Tanzanian	85%	98%	100%	97%
Subcontractor Nb Tanzanian	10	79	41	130

Note: 2000 average annual labor hours considered for calculation

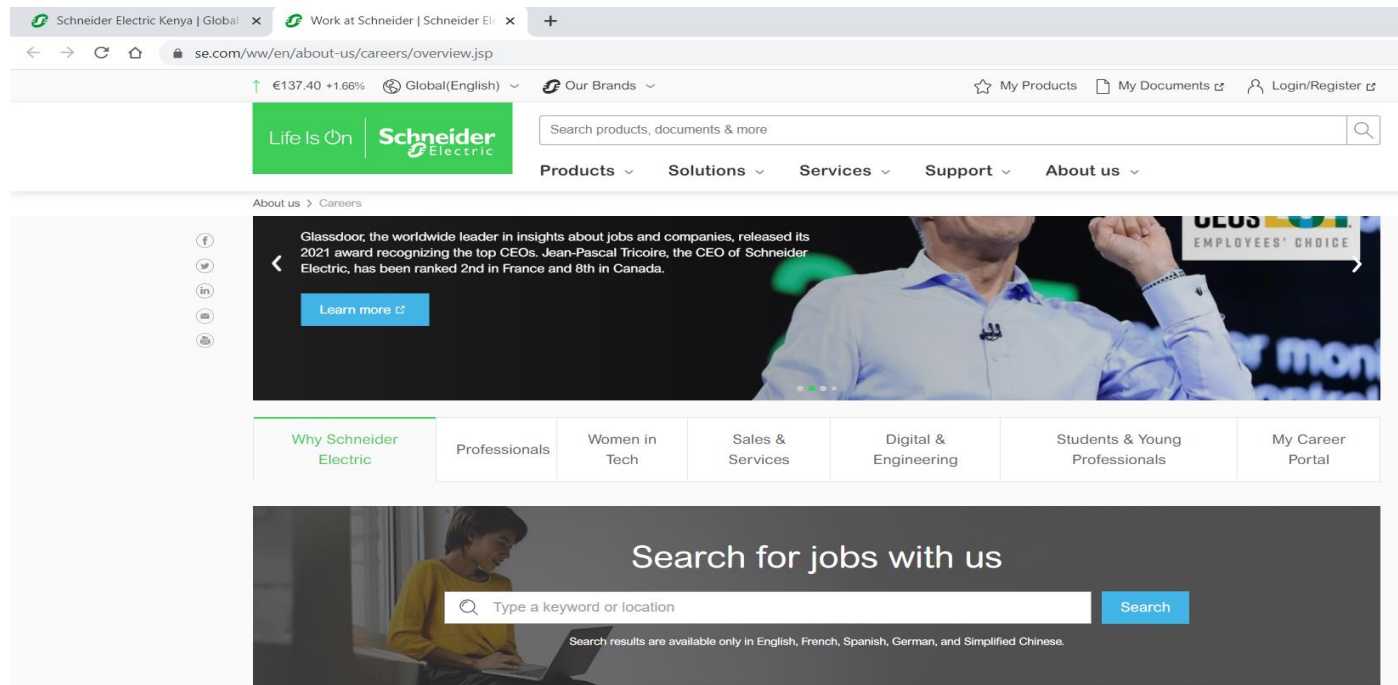
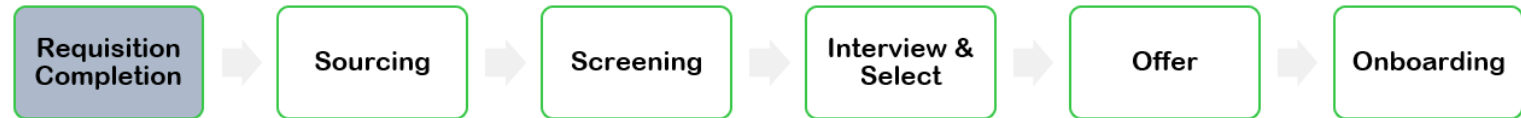
LOCAL EMPLOYMENT / MOBILIZATION PLAN



Note – Assuming T0 in September, any Local Hiring will not start before May 2022!

Dates might be Subject to change based on the project official FID

RECRUITMENT PROCESS



SKILLSETS TANZANIANS

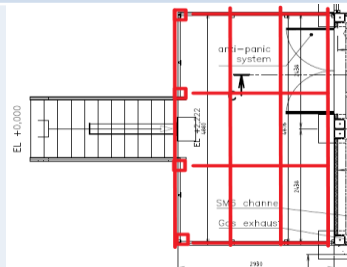


CONTRACTOR AND SUB-CONTRACTORS

Management		Technical		Other/Unskilled	
Job title	nb	Job title	nb	Job title	nb
Site manager	3	Painting/blasting workers	17	Drivers	5
QC Manager	2	Welders	9	Helpers	41
HSE Manager	2	Riggers	5	Security Guards	6
Commissioning Manager	2	Forklift/Crane Operators	4	Store keeper	5
Logistic Manager	2	Steel Benders	3		
Documentation Manager	2	Scaffolders	6		
		Electricians	22		
		Maintenance Technicians	12		
		QC Welding Inspector	3		
		QC Painting Inspector	3		
		QC Electrical & instrumentation Inspector	3		
		Planner/Scheduller	2		
		Documentation Controller	3		
		Secretaries	2		
		Commissioning Engineer LV/MV Switchboards	8		
		Commissioning Engineer Telecomm	5		
Total Management Staff	13	Total Technical Staff	107	Total Other/Unskill Staff	57

Here below, the list of goods and services but not limited to, which will be procured 100% locally, as part of reserved Contract.

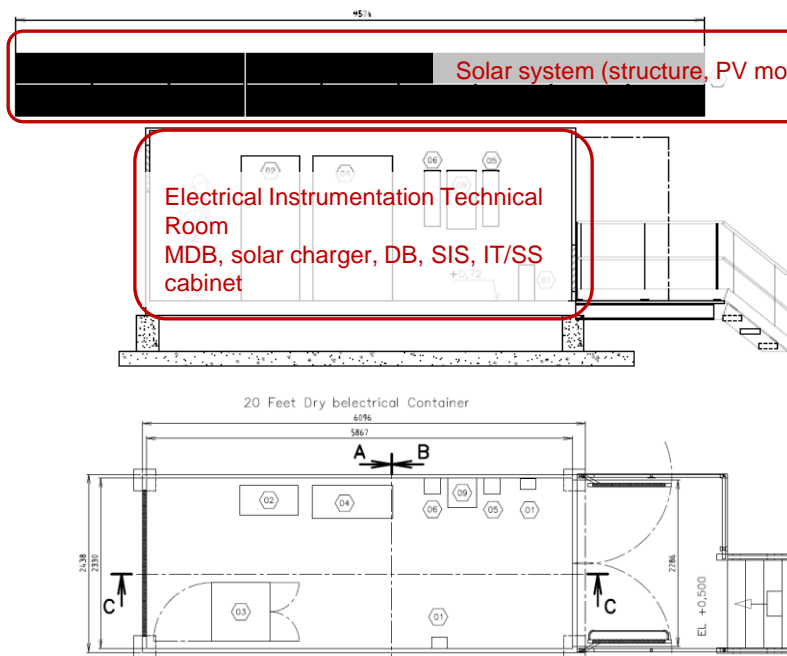
Goods, Works & Services
Local transport
Security if needed
Hotel accommodation and catering
Office supplies
Fuel supply
Waste Management
Foods & Beverages

LOCAL GOODS / PROCUREMENT PLAN

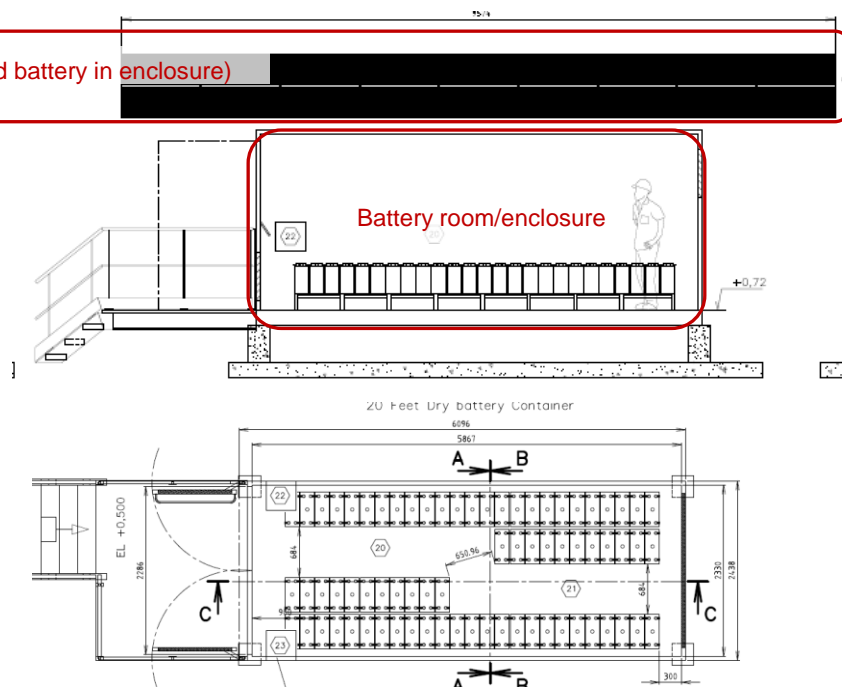
Package	Type	Equipment	Quantity	Main requirements
MLBV (Main Line Block Valves)	E-House	MODIFIED CONTAINERS	130	Refer to next slide
Stairs & Platforms	Mechanical works		129	<ul style="list-style-type: none"> -Steel Grades: EN - S235J0 -Welding procedures as per ISO 15614-1 -welders as per ISO 15614-1 -sand-blasted +hot dip galvanized corrosive protection rating of C5-M High durability as per EN-ISO-12944
Battery Racks	Mechanical works		65	<ul style="list-style-type: none"> -Steel Grades: EN - S235J0 -Welding procedures as per ISO 15614-1 -welders as per ISO 15614-1 -sand-blasted +hot dip galvanized.
Photo Voltaic (PV) Panels Frame	Mechanical works		130	<ul style="list-style-type: none"> -Steel Grades: EN - S235J0 -Seismic Actions: Eurocode 8 -sand-blasted +hot dip galvanized corrosive protection rating of C5-M High durability as per EN-ISO-12944

MLBV: 2x MODIFIED CONTAINERS BASED 20 FEET

Electrical Room x65 Buildings



Battery Room x65 Buildings



Tentative schedule:

engineering, procurement, manufacturing & testing
 Batch 1 (x6): 11 Months (T0+11)
 Batch 2 (x16): 11 months (T0+11)
 Batch 3 (x22): 10 Months (T0+12)
 Batch 4 (x21): 9 Months (T0+13)

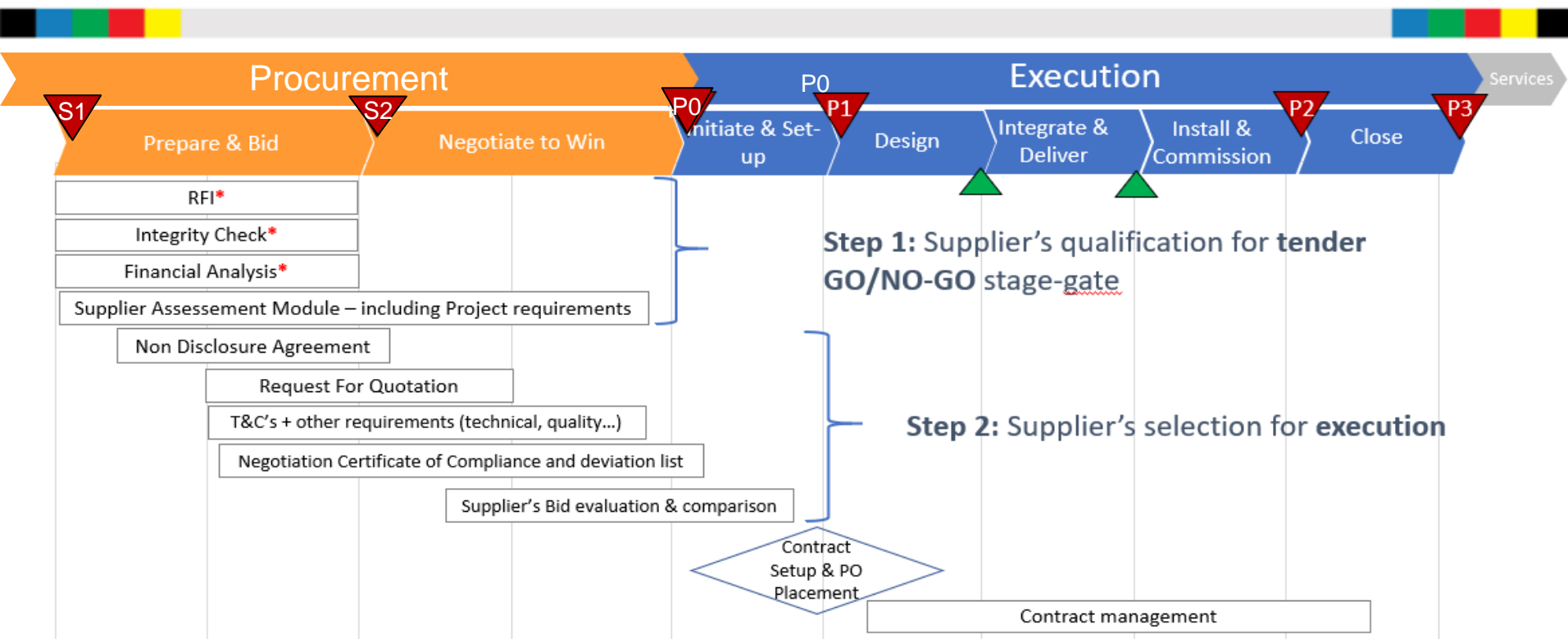
Subcontractor Scope of work :

- Container Supply & Modification (incl. Painting)
- Cables Supply
- Reception / storage of SE Free issues
- Cubicles mechanical & electrical integration/installation
- Cable pulling, check & test

Dispatch:

- 6 MLBVs – B (UG)
- 18 MLBVs Lot 1 (UG)
- 20 MLBVs Lot 2 (TZ)
- 21 MLBVs Lot 3 (TZ)

CALL FOR TENDER PROCESS



Step 1 - Supplier's qualification criterias (mandatory):

Comply with local legal registration & compliance (BRELA, CRB, LSSP, etc) , H3SE, Quality & anticorruption policies, quality (ISO certificates), previous experiences, insurance certificate, financial healthy & capacity

Step 2 - Supplier's selection criterias:

Comply with technical & contractual requirements, price competitiveness, QA/QC requirements, logistic (schedule, storage...)

Focus on supplier's selection process

1. Advertising in 2 local new-papers of the opening of the call for tender
2. Schneider Electric will provide in the news-papers an open & public link to any potential suppliers
3. Each suppliers to perform his own self-assessment + evidences on this open link
4. Review by Schneider Electric of each self-assessment to define a supplier's long-list
5. Request For Information (RFI) share by Schneider Electric with supplier's long-list defined
6. Review by Schneider Electric of each RFI to pre-qualified suppliers and define a supplier's short-list
7. If needed, on-site audit performed by Schneider Electric to qualify suppliers
8. Qualified supplier list will be freeze to launch Request For Quotation

For any further queries please contact:

Pierre Imbert

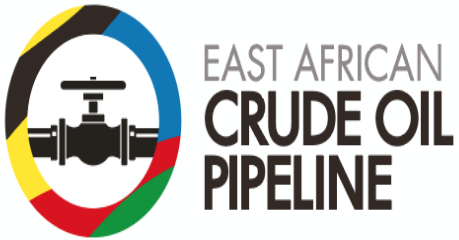
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Montbonnot Saint -Martin



Note: once finalized, Schneider Tanzania Ltd contact person details will be made public.



ASANTE WEBALE THANK YOU MERCI 謝謝



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