

# PROJECT MANAGEMENT

## Project Management

*International*

### Bid Documentation, Prequalifying and Selection of Suitable Bidders, and Invitation to Bid for the Lekki Tank Farm Contract

Client: Puma Energy International BV  
Location: Lekki Free Trade Zone, Lagos State Nigeria  
Period: March 2009 to June 2010

**Bid document preparation, prequalifying and selection of Contractors and subsequent invitations to bid for the construction of the Lekki Onshore Tank Farm in the Lekki Free Trade Zone (LFTZ) Nigeria.**

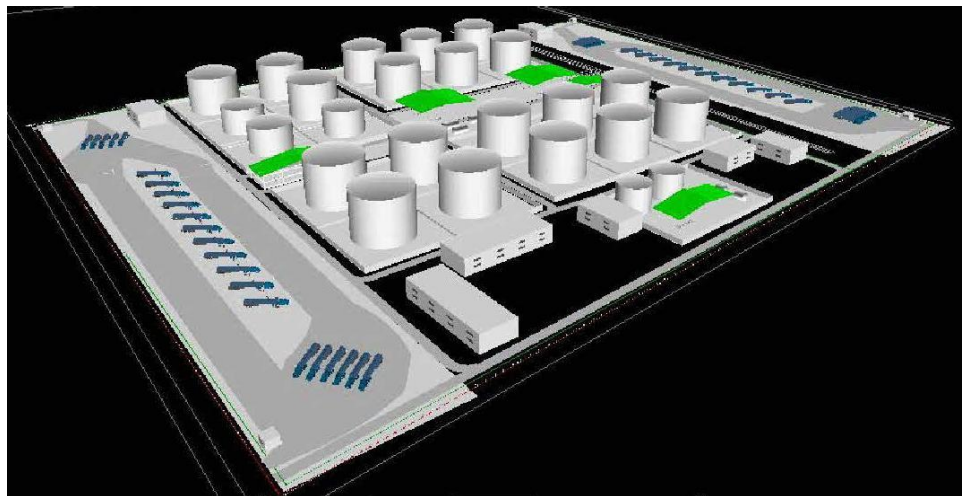
Puma Energy requested PMI to prequalify and select suitable contractors with previous EPC (Engineering, Procurement & Construction) experience in onshore petroleum product storage facilities. Invitations to bid were then to be issued to selected tenderers and then the final adjudication and reporting back on the bids received to Puma.

An invitation to prequalify was sent out to selected contractors in March 2009 requesting them to submit their prequalification documents by 16 July 2009.

A selection process followed which identified suitable contractors with previous proven experience. In all 8 contractors were recommended for Puma to invite to tender for the Onshore Tank Farm works.

The Onshore Tank Farm comprised of the following:

- Product storage and transfer tanks
- Truck loading facilities
- Electrical generation facilities
- Requisite pumps and pump



- stations
- Requisite building structures
- Water supply and treatment
- Storm water management system
- Waste water reticulation and treatment plant
- Fire fighting reticulation and equipment

PMI had previously completed a full site investigation, basic engineering and specification for the conceptual design according to Puma's operating requirements.

Bid documentation based on the FIDIC EPC conditions of contract (silver book) were drafted and approved by Puma and their legal advisors before issuing to the prequalified tenderers.

Invitations to bid were sent to selected Contractors on 23 October 2009 with

an instruction to submit the bid by the closing date of 1 March 2010.

The bid adjudication process required PMI to interrogate the tenders and obtain clarifications from bidders on vague and ambiguous issues before reporting back to Puma.

The following process was undertaken

- Full commercial analysis
- Full technical analysis
- Analysis of clarifications & qualifications
- List/ details of non-compliant issues
- Comparison of tenders
- Propose alternative options
- Conclusion and recommendations

The initial adjudication process and Bid report was completed on 25 March 2010. However, further negotiations with preferred bidders were resumed to pursue alternative options.