

## CONSULTING SERVICES: PROVISION OF TECHNICAL, LEGAL AND COMMERCIAL ADVICE FOR: RICHARDS BAY LIQUEFIED NATURAL GAS DEVELOPMENT

### 1. TECHNICAL EVALUATION CRITERIA

1.1. Technical Evaluation Threshold = 66.67

**Table 1: Project Technical Evaluation Criteria**

No	Criteria	Weight	Required Information	Sub-Criteria / Compliance Measure	Allocated Scores
1.	<b>Capacity of key personnel</b>  Staff experience in the industry (key staff CVs)	40	<u><b>Technical Team:</b></u>  Bidder must have the following minimum key personnel on their technical team, with a minimum of 10 years' experience per resource in Liquefied Natural Gas (LNG) or Gas or Liquid Fuels projects, concessions and or public private partnerships handling, planning and risk assessments: <ul style="list-style-type: none"> <li>• Senior Engineering Specialist.</li> <li>• Safety &amp; Risk Specialist.</li> <li>• Commercial Law Attorney.</li> <li>• Commercial/Financial Advisor.</li> </ul> Key personnel CV's must be provided with the Bid as returnable documentation.	No Staff CVs submitted	0
				2 Key personnel CV submitted demonstrating the minimum number of years' experience in the required field	1
				3 Key personnel CV submitted demonstrating the minimum number of years' experience in the required field	2
				4 Key personnel CV submitted demonstrating the minimum	3

No	Criteria	Weight	Required Information	Sub-Criteria / Compliance Measure	Allocated Scores
				number of years' experience in the required field	
2.	<b>Previous Experience and Track record</b>	<b>20</b>	<p><b><u>Reference Letters</u></b></p> <p>Bidder must submit a minimum of 4 <b>signed reference letter(s)</b> from clients / entities indicating similar advisory services rendered. Reference letters indicating similar advisory work done for LNG/Gas/Liquid Fuels, Concessions/Public Private Partnership type projects.</p> <p>The entities'/ clients' <b>signed reference letter(s)</b> must be on their letterheads and must confirm the work performed with specific reference to the project, project value, company involvement, value portion of involvement and clear indication of client impression.</p>	No submission or submitted reference letter(s) but not signed by contractor's clients	0
				Submitted 2 signed reference letters	1
				Submitted 3 - 4 signed reference letters	2
				Submitted more than 4 signed reference letters	3

No	Criteria	Weight	Required Information	Sub-Criteria / Compliance Measure	Allocated Scores
			<p>The <b>signed reference letters</b> shall also indicate the duration or the period that the service was rendered to.</p> <p>The <b>reference letters</b> must be signed by the client whose such relevant service was rendered to.</p> <p><b>Note:</b> Completion certificates and letters of appointment will not be considered.</p>		

3.	Technical, Legal and Commercial Proposal	40	<p><b><u>Technical Proposal:</u></b></p> <p>The Technical, Legal and Commercial Proposal must be aimed at the delivery of the scope of work defined for the LNG Project</p> <p>The total cost for the project is estimated at approximately R7 billion, TNPA seeks to invest 30% in the development of the project and a Public or Private Partnership to invest 70%. The Scope of Work for the Terminal Development will include:</p> <p><b>Floating storage and Regasification (FSRU) or Floating Storage Unit (FSU)</b></p> <p>An LNG floating storage unit either an FSRU or an FSU. In an event of an FSU, bidders will provide land space for the regasification facility.</p>	No submission or none of the stated criteria addressed.	0
				1 to 2 criteria included in the proposal.	1
				3 to 4 criteria included in the proposal.	2
				All 5 criteria included in the proposal.	3

			<p><b>Marine infrastructure (Berth 207)</b></p> <p>The proposed new berth 207 shall be a T-jetty or L-jetty configuration with a view of potential expansion in the future; with all associated statutory infrastructure inclusive of bollards, fenders, ladders, access trestles, bund walls, fire-fighting infrastructure, electrical and civil infrastructure, loading arms and pipe racks. This will include obtaining all the statutory requirements to construct and operate the facility.</p> <p><b>Gas pipeline and Support system (Pipe Racks)</b></p> <p>The gas pipeline is +- 13km with associated equipment and instrumentation for end-to-end operations to support the proposed Terminal for handling LNG when it is discharged from the FSRU into the pipeline for import markets.</p> <p><b>Bulk services</b></p> <p>Bulk services to include water, electricity, sewer, telecoms and ICT/Digital infrastructure based on what is currently available.</p> <p>The Technical, Legal and Commercial Proposal shall include but not be limited to the following as a minimum:</p> <ol style="list-style-type: none"> <li>1) Proposed Technical methodology/approach for the review of the qualifying and evaluated bids;</li> <li>2) Proposed methodology/approach for the Risk Assessment of the bid evaluation outcomes for qualifying and evaluated bids;</li> </ol>		
--	--	--	---	--	--

			<p>3) LNG Project Regulatory, Legal and Legislative compliance readiness plan and timelines;</p> <p>4) Proposed methodology/approach for the review of Commercial and Financial aspects of the qualifying and evaluated bids; and</p> <p>5) Providing detailed project plan/schedule for the Technical, Legal and Commercial negotiations of a Terminal Operator Agreement with the Preferred Bidder as support to the TNPA negotiating team.</p>		
<b>TOTAL POINTS</b>		<b>100</b>			