

Clarification No. 01

HIRING OF HIGH PERFORMANCE MUD ENGINEERING SERVICES CONTRACT FOR A PERIOD OF TWO YEARS ON AS & WHEN REQUIRED BASIS AGAINST TENDER ENQUIRY NO. PROC-SERVICES/CB/WS-4975/2021

One of the Prospective bidders has made a query against the subject Tender Enquiry. The query along with OGDCL reply is given below for information of all the prospective bidders.

S#No.	TENDER DOCUMENT REFERENCE	TENDER DOCUMENT STATEMENT	BIDDER'S PROPOSED STATEMENT	BIDDER'S REASONS FOR DEVIATION	REMARKS
B. TERMS OF REFERENCE (TOR)					
1	Para „66“ Page – 12/64	„Due to conflict of interest the service company providing Drilling Fluid Waste Management Services to OGDCL, will not be entertained for Drilling Fluid Services“.	Please omit this para completely. Kindly define how it comes under „Conflict of interest“	The Drilling Fluids Services and Drilling Fluid Waste Management Services are owned and operated by a Single Company. This clause is contrary to Integrated Fluid Engineering Concept which are acceptable globally which provide the opportunity to operator to reduce the overall DF cost. This is a discriminatory clause. Rather additional points should be awarded to contractor offering Integrated Fluid Services (Drilling Fluids & Drilling Waste Management)	This clause has been included keeping in view the best interest of OGDCL and Environmental Protection to have better control on Maintenance Company by Inspection / Verifying company. The invoices of Waste Management Services for all activities i-e, treatment till disposal, are initially verified Mud Engineer at Rig Site. Having both personal from same company will create doubts in authenticity of verification process.
2	MANDATORY REQUIREMENT	With reference to Para „1.18“ Page 51/64. OGDCL has the right to get sample of Mud / Mud Chemical along with its consignment no. Of contractor from rig site and get tested from OGDCL lab or any recognised lab in Pakistan at any time without witness of contractor's representative or prior notice and information to contractor. Bidder to confirm the same.	OGDCL has the right to get sample of Mud / Mud Chemical along with its consignment no. Of contractor from rig site and get performance tested from OGDCL lab or any recognised lab in Pakistan at any time without witness of contractor's representative or prior notice and information to contractor. initially at rig site in presence of Companyman and can further be witnessed by the competent authorities of both the client and bidder parties.	For fair and transparent accountability, products sampling in the absence of contractor party is unjustified. To keep the process simple we suggest to resolve matter between two parties.	This clause has been part of OGDCL previous contracts since 2013 for quality assurance of products during whole contract period. The sample of chemicals would be collected from each rig site on regular basis and every time presence of Contractor's personnel may not be possible.

3		<p>With reference to Para „1.19“ During the whole contract period if any material/ chemical found to be Sub-standard then it will be deducted/charged at zero rate being consumed at all OGDCL location s against that consignment, with no excuse without assigning any explanation. Beside this, action will also be taken against the contractor as per company's rule. Bidder to confirm the same.</p>	<p>During the whole contract period if any material/ chemical found to be Sub-standard after at least 5 random samles tested then it will be deducted/charged at zero rate being consumed at all OGDCL location s against that consignment, with no excuse without assigning any explanation. Beside this, action will also be taken against the contractor as per company's rule.</p>	<p>The rig site storage conditions and human error during sampling and tetsing may result in deviation in performnce test results.</p>	<p>In order to assure the best quality products during whole contract period the bidders are required to confirm the same.</p>
4		<p>Note:</p> <p>I. Technical evaluation will be conducted as per below formula: T.E = (Bidder Score)/ (Maximum Score) *40%</p> <p>II. Commercial evaluation will be conducted as per below formula: C.E = (Lowest bidder value)/ (Bidder value) *60%</p> <p>III. Final Score= T.E + C.E</p> <p>IV. The bidder getting highest "Total Score" shall stand first.</p>	<p>This Techno-Commercial Evaluation formula should be omitted. This formula is contry to the basic concept of single bid two envelop system where all technically qulaified bidders are considered at par. The Financially lowest bidder is awarded the contract. Furhetr Quantifying technically qualified contestors through thid formula is unjustified. Furhtermore this formula gives oppertunity, of making higher financial bid, to bidders who get highst marks in Technical Evaluation. This formula benefits more to bidders then OGDCL. And OGDCL can face commercial loss of as high as 25%</p>	<p>PEPRA RULES states; The object of the procurement is purchased from the supplier offering the lowest price“</p>	<p>Please see Clause-36 (b) (ix) and further clarifications of "Most advantageous Bid" as per 2 (h) of Revised Public Procurement Rules 2004.</p>
5		<p>Bidder's continuous operating experience: a) Above 20 years Global experience (20 points) b) Between 10 to 20 years' experience within Pakistan (10 points) c) Between 10 to 20 years global experience (5 points) d) Less than 10 years Global experience (Disqualified) Bidder to submit verified data e.g. client testimonial, letters etc. as a proof. Answer to be based on highest experience e.g. if Bidder has continuous operating experience of operating Globally (even if it excludes Pakistan) for more than 20 years it will still qualify for 20 points.</p>	<p>All comapnies meeting basic criteria wide Clause#1 of TOR (Page 4/64) and Madaotry requirement Para 1.1 (page 50/64) should be considered at par and full marks be given. Offering maximum marks based on the company`s presence in terms of years is unjustified. Compamies just having advantage of longer experince (More then 20 years) could not prove benefecial in contracts, which was evident in previus years contracts of OGDCL.</p>	<p>Younger companies have come up with latest technolgy both in equipments and chemicals.</p>	<p>The minimum qualifying experience of any company is 10 years globally. The younger companies having minimum 10 years expoerience can also qualify if meeting other requirements.</p>

6		<p>With reference to Para „3.4.1“ page 54/64</p> <p>High Performance Water Based Mud (WBM) mudsystem that is Amine based</p>	<p>Best High Performance Water Based Mud (WBM) mudsystem that is Amine based by contractor.</p> <p>Remove Amine base Mud systems</p>	<p>There had been different High performnce base mud systems at different time frame. Like wise OBM, Glycol, Silicate, Amine system etc.</p> <p>After amine based system there are other high performance mud systems which were developed in recent years and are more effective in terms of performance and cost.</p>	<p>The bidders are required to submit data of their High Performance Mud Systems used in Pakistan as per Para 3.4 Page 54/64</p>
7		<p>With reference to Para „3.4.1“ page 54/64</p> <p>HThP Oil Base Mud System</p> <p>>50 Sections = 5</p> <p>20 - 50 Sections = 3</p> <p><20 Sections = Zero</p>	<p>>10 Sections = 5</p> <p>3> Sections = 3</p> <p>0 Sections = Zero</p>	<p>In Europe Enviornmental protection rules are highly strict and discourage the use of Oil base muds as these are harmful to environment and considered as non green fluids.</p> <p>As Sirius is originated from Eurpoe and its first exposure to such countries which disfavor OBM to be used as drilling fluid.</p> <p>Sirius Management, Labs, engineers, chemicals and logistics arrangements are equally competent to handle HT OBM.</p> <p>Sirius has vast experece to work on Geothermal wells handling very high HThP. Therefore to provide equal grounds Sirius should be considered as at par to other companies</p>	<p>The referred clause is for Bidder's experience in PAKISTAN NOT GLOBAL. Kindly see Para 3.4 page 54/64</p>

08 Please also confrim the minimum marks for qualifying in each category and in total.

OGDCL REPLY

“Points Allocation“ in Technical Evaluation Points Table clearly elaborates that if a bid is meeting our mandatory requirement it is eligible for Financial Evaluation. However Minimum marks are mentioned against each category.