

	
Attention:	To whom it may concern
Date:	21 st May 2018
From:	Oman Global Logistics Group SAOC (ASYAD)

Tender No: - C-013-18

TENDER FOR: Ports & freezones network study

Dear Sir,

Oman Global Logistics Group SAOC (ASYAD) invites 'Tenderer' to Tender for the Work or Services in accordance with the terms and conditions set down in the Tender Documents. If you are a successful Tenderer you shall be required to enter into a Contract in accordance with the Form of Agreement.

The Tender Documents shall comprise the following Sections:

- T1 Invitation to Tender (this letter including the pages attached hereto)**
- T2 Instructions to Tenderers**
- T3 Data to be submitted by Tenderer**
- C1 Form of Agreement (including Appendix "The Contract Schedule")**
- C2 Special Conditions**
- C3 General Conditions**
- C4 Scope of Services**
- C5 Schedules of Prices**
- C6 ICV Specifications**
- C7 Data Provided by Consultant**
- C8 Non- Disclosure Undertaking**

In the preparation and submission of the Tender, Tenderer shall comply with the Tender Documents. ASYAD reserves the right to disqualify the Tenderer if any of the requirements included in the Tender Documents are not met.

Yours faithfully,

For Oman Global Logistics Group SAOC (ASYAD)

**OMAN GLOBAL LOGISTICS GROUP S.A.O.C
(ASYAD)**

TENDER NUMBER: C-013-18

TENDER TITLE: Ports & freezones network study

SECTION T1, INVITATION TO TENDER



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1 Tender Overview

1.1 About Oman Global Logistics Group

The Sultanate of Oman has commenced activities to consolidate its various government-owned companies into several holding companies grouped by type of business or industrial activity. Logistics has been identified as one of those key focus industries.

Oman Global Logistics Group (ASYAD) has been set up to consolidate the government owned Logistics companies (except the air sector). ASYAD has a mandate to develop Oman's Logistics capabilities and to foster investment opportunities in the Logistics sector.

Oman plans to establish itself as a premier global Logistics hub by taking advantage of its geographic location at the cross roads of trade midway between Asia and Europe, along with connections to East Africa, the Indian Subcontinent and Iran. By using overland highways and rail service Oman will become a natural gateway into the GCC Countries avoiding the politically sensitive Straits of Hormuz and reducing the distance ocean carriers must travel to reach Ports in the Arabian Gulf.

ASYAD has also been tasked with implementing the Sultanate of Oman Logistics Strategy.

The successful implementation of SOLS 2040 will enable Logistics to become a major contributor to the Oman economy, facilitating economic diversification, creating significant new employment opportunities and delivering improved performance rankings in key world operating indices. Thus, the result of SOLS 2040 will make Oman a major global Logistics hub, leveraging its geographical advantages along with its significant recent investment in its Logistics infrastructure.

2 Brief Scope of Work

The consultant shall assess each Port against criterion as it applies to each cargo sector to determine the optimum role and competitive value proposition for each port. The key overall principle is the logistics value to the customer. Domestic ports in scope are first and foremost Sohar, Shinas, Duqm, Salalah and Suwaiq. In addition, the network study and analysis will provide an analysis of international ports within the selected competitive catchment area (based on the working hypothesis of Singapore-Suez, South Africa triangle, but we want the network analysis to determine this). A mapping, assessment and recommendation on international Ports M&A targets must be delivered.

The network study must answer following questions:

1. What is the 'best role' and maximum benefit for each Omani Port from a national sector perspective, given our long term and 5 year targets?
2. What is the appropriate commercial and product segmentation for each of the Omani ports to capture these benefits?
3. What are the dynamics and interrelations between the Omani ports to further maximize overall benefits and how do the ports compare?
4. What is the specific and winning competitive value proposition for each Omani Port within the selected preferred role/purpose?
5. What are the realistic and appropriate geographical catchment areas per product segment from a marine as well as hinterland perspective (for now containers and bulk) for each of the ports?
6. What are the target customer segments for each port, and what are the customer value drivers (including total costs for shipping line perspective) we need to understand to formulate a winning commercial value proposition?
7. Where should we focus, how should we 'play', how do we assess the viability of our targets?
For international growth we want the network analysis to provide a mapping, assessment and recommendation based on the following questions:
8. Which ports are within the relevant geographical catchment area (our current working assumption is the Singapore-Suez, South Africa triangle, but we want the network analysis to determine this)?

9. Which terminals are there, who owns them and how do they compete, what are their main value drivers?
10. What are potential and logical investments from an Oman perspective?

3 Requirements to Collect Tender Document

3.1 Tenderer Details Sheet

- 3.1.1 To correctly identify the Tenderer and the Tenderer’s point of contact for this Tender Process, therefore upon purchasing the Tender Document, Tenderer shall immediately fill, sign and stamp Appendix 1 and present it by hand or scanned and forwarded via email, to the Tender Section.

3.2 Confidentiality Declaration

- 3.2.1 Prior to the submission of proposals, the Tenderer shall sign the attached Confidentiality Declaration (Appendix 2). The Confidentiality Declaration must be completed, signed by an authorised person, stamped with the Tenderers company stamp, and be presented, by hand or scanned and forwarded via email, to ASYAD tender section before the tender documents can be released to the Tenderer.

4 Clarifications Contact Point

- 4.1.1 All correspondences pertaining to the Tender inquiry must be online at the e-tendering system and sent to email ID tenders@asyad.om is the submission by the Contractor. It is either ‘point of contact for this Invitation to Tender’ or ‘Point of Contact during the Tender Process.’

5 Pre- Bid Clarification Meeting

- 5.1.1 A pre- bid clarification meeting may be held depending on the requirement during the bidding stage.

6 Outline Tender Process and Submission of Tender

- 6.1.1 The technical Proposal submission date and the commercial Proposal submission date are the same but the technical Proposal and commercial Proposal shall be submitted in individually sealed separate packages. the opening of the technical Proposal and commercial Proposal are the discretion of ASYAD.
- 6.1.2 The proposed Tender Process schedule is:

Activity	Date
Issue of T1-Invitation to Tender	21/05/2018
Clarification Request Closing Date	30/05/2018
Tender Submission Date	7/06/2018

Tenders to be submitted by 1:00 PM Oman local time on or before Tender Submission Date.

7 Tender Award

If ASYAD considers Tenderer to be commercially a potentially successful competitor for the award of the contract, ASYAD may subject Tenderer to a further technical and financial evaluation. Only when a Tenderer satisfies ASYAD technical, financial and commercial requirements will a Contract be awarded.

ASYAD reserves the right to award the Tender on split basis or to award this tender one or more technically accepted tenderers.

8 Appendix 1 – Tenderer Details for this Tender

Contract/ Tender number	C-013-18
Contract/ Tender title	Ports & freezones network study
Full name of Tenderer	
Postal Address	
City	
Country	
Web site	
Office main tel number	
Country of registration	
Status in Oman	Agent / locally registered branch office / Omani LLC / foreign company
Ownership details (percentages and names, indicate where Omani)	- XX% - - XX% - - XX% -

Tenderer’s representative to which all Tender correspondence shall be addressed

Name of person	
Fax number	
Telephone number	
GSM number	
e-mail address	

Tenderer’s agent in Oman (if applicable)

Omani agent name	
Postal address	
Fax number	
Telephone number	
GSM number	
e-mail address	
Our Omani agent is permitted to pick up the tender documents on our behalf	Yes No, we will pick up the documents ourself. No, please send the documents to my foreign address stated above.

Tender Documents Received by:

Signature

Resident Card No.....

9 Appendix 2 – Confidentiality Declaration

The undersigned having its principal office (The 'Tenderer') hereby declares vis-à-vis Oman Global Logistics Group SAOC (ASYAD), P.O. Box 470, PC 115 Muscat, Sultanate of Oman (The Company) to accept the following terms and conditions on which the Company is prepared to communicate to the Tenderer Certain Confidential Information pertaining to the Work under the above-mentioned Tender as hereinafter defined.

9.1 Definitions

9.1.1 Confidential Information

shall mean all knowledge, data or information acquired by Tenderer from, or disclosed to Tenderer by the Company, or on behalf of Company, in connection with the Tender Documents, Clarifications and the Tender Process in writing, drawings, magnetic tapes, computer programs or in any other way, as well as all knowledge, data or information derived there from, to the extent that such knowledge, data or information at the time of such acquisition or disclosure is not either already in the unrestricted possession of Tenderer or part of public knowledge or literature.

9.1.2 Confidential Record

Shall mean all Tender Documents, Clarifications and any other material containing Confidential Information.

9.1.3 Third Party

Shall mean any party other than ASYAD or Tenderer.

9.2 Confidentiality

9.2.1 Tenderer shall preserve and cause its employees to preserve the confidentiality of any Confidential Information.

9.2.2 Tender shall not for any purpose other than the preparation and submission of a Tender disclose to any Third Party or enable any Third Party to note the fact that Tenderer has been invited to submit a Tender and/or, if applicable, the fact that the Contract is awarded to Tenderer; reproduce, copy or use, or disclose to, place at the disposal of or use on behalf of any Third Party or enable any Third Party to read, copy or use, any Confidential Information; except with the prior written consent of ASYAD.

9.2.3 The undertakings above shall continue insofar and for so long as the Confidential Information or Confidential Record in question has not:

- a) become part of the public knowledge of literature otherwise than through any act or default on the part of Tenderer; or
- b) been disclosed to Tenderer under an obligation to maintain secrecy by a Third Party (other than one disclosing on behalf of ASYAD who could lawfully do so and who did not derive such Confidential Information or Confidential Record from ASYAD.

9.3 Copyright

9.3.1 The copyright in any Confidential Record shall, in the absence of any express provision to the contrary thereon, be vested in ASYAD. Copyright in any record containing geological or geophysical data acquired or generated by Tenderer in connection with the Contract shall be vested in ASYAD.

9.4 Return of Confidential Record

9.4.1 If tenderer declines to submit a Tender or is notified that its Tender is unsuccessful, upon written notification thereof by ASYAD, tenderer shall destroy electronic copies and return all hard copy tender documents including addenda and clarifications to ASYAD.

9.5 Third Parties

9.5.1 Tenderer shall ensure that if under the terms of this confidentiality agreement any of the confidential information comes to the knowledge and/or in the possession of any third party, tenderer shall require from such Third Party that it shall abide by stipulations equivalent to those contained in this confidentiality agreement.

9.6 Validity

9.6.1 This confidentiality declaration shall be valid for a period of (five) 5 years from the date signed by the tenderer.

Agreed and accepted this

..... Day of 2018

And signed by a duly authorized person on behalf of the Tenderer

(Signature)

Name: _____

Position: _____

For: _____

