



## CEYLON PETROLEUM CORPORATION

**Project Title:**

**CONSTRUCTION OF A JET A-1 TRANSFER PIPELINE FROM MUTHURAJAWELA TO BIA KATUNAYAKE AND CONSTRUCTION OF JET A-1 STORAGE TANKS AND ASSOCIATED FACILITIES WITH MODIFICATIONS TO THE EXISTING TERMINAL FACILITY AT MUTHURAJAWELA**


**Document Title:**

### **SECTION III. EVALUATION AND QUALIFICATION CRITERIA**

**Project Owner: CEYLON PETROLEUM CORPORATION (CPC)**

**Document No.: PMN-117258-083 \_Rev.1**

**Bid ref. No.: B/21/2025**

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The purpose of this Section is to establish that the Bidder continues to meet the criteria used at the time of qualification. It contains all the criteria that the Employer shall use to evaluate Bids and qualify Bidders in accordance with ITB 25, ITB 26, ITB 28 and ITB 29 Part 1 - Section IV Bidding Forms of the Bidding Document.

## **TECHNICAL PROPOSALS**

### **1. Minimum Qualifying Criteria**

To qualify for the award of the Contract, bidders shall meet the following minimum qualifying criteria;


1.1 Bidder shall meet the Eligibility Criteria stated under clause 3 of ITB of this bidding document.

1.2 Average annual turnover in last five (05) years (i.e. for the financial years ending 31<sup>st</sup> December 2024, 2023, 2022, 2021, and 2020 or for the financial years ending 31<sup>st</sup> March 2024, 2023, 2022, 2021, and 2020) shall be at least US\$ Thirty (30) Million per year. If any bidder is unable to fulfill the requirement during the 2020, 2021 and 2022 due to Covid-19 pandemic situation, bidder may submit the immediate past three years from 2020 i.e. 2019, 2018 and 2017.

1.3 The minimum amount of liquid assets and/or credit facilities net of other contractual commitments and exclusive of any advance payments which may be made under the contract shall be not less than US\$ five (05) Million for each year during the five years submitted for evaluation.

1.4 A consistent history of litigation or arbitration awards against the Bidder or any partner of a joint venture may result in disqualification.

1.5 Bidder shall meet the minimum required points indicated in the Table1 (Technical Evaluation Table) and Table2 (Key Personnel Evaluation Table) below.

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## 2. Evaluation

The documents required for submission and evaluation of First Stage Technical Proposal are detailed in Annex I of this Section. In addition, the following factors shall apply in Proposal evaluation. The documents related to previous experience within the home country of the bidder shall be authenticated by the Chamber of Commerce or Ministry of Trade & Commerce or any other equivalent government authority of the bidder's country. The documents related to previous experience outside the home country of the bidder shall be authenticated by the respective embassy or the consulate located in the bidder's country.

It is noted that any withholding of information by the Bidder regarding the following criteria, if discovered shall constitute grounds for Bid rejection, or, in case of Contract award, grounds for termination by Employer.


**Table 1 Technical Evaluation Table**

	Criterion	Max. Points	Min. Required Points	Notes
1	<p>History of completion of projects of a similar nature (*) and of comparable size and complexity requirements, in the last 15 years under EPC/Turnkey basis only.</p> <p><i>* Only the oil &amp; gas pipeline constructions carried out in populated urban areas are considered as similar nature pipeline projects. Pipeline constructions carried out inside terminals (depots, airports, refineries etc.) are not considered as similar nature projects.</i></p>	45	25	<p>Completed project for storage Tank farm of minimum capacity of 25,000m<sup>3</sup> together with a connecting long distance product transfer pipeline of minimum of 10 km in oil &amp; gas industry with the minimum Financial value of US\$ twenty (20) million : <b>15 points each</b>  <b>[Max 45 points]</b></p> <p>OR</p> <p>Completed project for storage Tank farm of minimum capacity of 15,000m<sup>3</sup> together with a connecting long distance product transfer pipeline of minimum of 05 km in oil &amp; gas industry with the minimum Financial value of US\$ ten (10) million : <b>10 points each</b>  <b>[Max 20 points]</b></p> <p>OR</p> <p>Completed project for storage Tank farm of minimum capacity of 15,000m<sup>3</sup> in oil &amp; gas industry with minimum Financial value of US\$ ten (10) million : <b>5 points for each</b>  <b>[Max 10 points]</b></p> <p>OR</p> <p>Completed product transfer Pipeline project of comparable size in oil &amp; gas industry with minimum Financial value of US\$ six (06) million: <b>5 points for each</b>  <b>[Max 10 points]</b></p>



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	Criterion	Max. Points	Min. Required Points	Notes
2	History of completion of projects of a different nature having minimum financial value of USD 15 million in the oil & gas industry, in the last 15 years under EPC/Turnkey basis only.	6	0	Completed projects excluding those considered for Criterion 1 above: 1 point each
3	Technical Compliance to Employer's Requirements	25	20	<ul style="list-style-type: none"> <li>• Compliance to the equipment or material specifications/ recommended brands/ country of manufacture and country of origin:               <ol style="list-style-type: none"> <li>1. Transfer Pumps – (1 point)</li> <li>2. Re circulation Pumps– (1 point)</li> <li>3. Filter water separators and micro filters– (1 point)</li> <li>4. Metering System (Flow meters etc.) – (1 point)</li> <li>5. Transformers, switch gears and generators– (1 point)</li> <li>6. Steel Pipes &amp; Steel Tank Materials– (1 point)</li> <li>7. Control valves– (1 point)</li> <li>8. Tank gauging system– (1 point)</li> </ol> <p><b>[Minimum 08 points required]</b></p> </li> <li>• Design approach and Construction methodology complying with CEA, RDA conditions and Employer's Requirements: <b>[Max 07 points]</b></li> <li>• Contract Management Plans (CMP)               <ol style="list-style-type: none"> <li>1. Work Plan – (2 points)</li> <li>2. Stakeholder Management Plan– (1 point)</li> <li>3. Traffic Management plan(TMP)– (1 point)</li> <li>4. Quality Plan– (1 point)</li> <li>5. HSE Plan– (1 point)</li> <li>6. Environmental monitoring plan– (1 point)</li> <li>7. Emergency oil spill response plan for the construction and commissioning stages complying with CEA conditions &amp; Employer's Requirements– (1 point)</li> </ol> <p><b>[Max 8 points]</b></p> </li> </ul>

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	Criterion	Max. Points	Min. Required Points	Notes
				<ul style="list-style-type: none"> <li>Quality certifications (ISO 9001) and Environmental Certifications (ISO 14001) of Bidder's company: <b>[Max 2 points]</b></li> </ul>
4	Equipment proposed to undertake the project	5	5	<ol style="list-style-type: none"> <li>Cranes (Min 3T @ 90 ft)- 02 nos.- (1 point)</li> <li>Piling equipment – 01 no. -(1 point)</li> <li>Micro Tunneling/ HDD Machine – 01 no. - (1 point)</li> <li>Pipeline pigging equipment – 01 set -(1 point)</li> <li>Welding and Non Destructive Testing Equipment [RT/UT/PT/MT] - ( 1 point)</li> </ol> <b>[Min 05 points required]</b>
5	Permanent presence in Sri Lanka	1	0	A company incorporated in Sri Lanka or having a local JV partner with more than 20% of the partnership of the JV
6	Qualifications and Experience of proposed key personnel	18	10	Per Criteria defined in 'Table2: Key Personnel Evaluation Table'.
	Total	100	60*	

Note:

\* - Minimum points to be achieved for eligibility of Technical Proposal/Bid is 60 points out of 100.

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### 3. Qualification

#### 3.1 Update of Information

The Bidder and any subcontractors shall continue to meet the criteria used at the time of qualification and shall give an undertaking to this effect. The Bidder shall fill up Forms numbered BDF-2 and BDF-3 included in Part 1 - Section IV Bidding Forms of Bidding Documents.


#### 3.2 Personnel

The Bidder shall give an undertaking to arrange the appropriate number of key personnel during the execution of Works. The Bidder shall submit for each member of key personnel their name, role in company, years within the company and a Curriculum Vitae including their role and professional experience in similar projects as per the format BDF-12 specified in the Section IV of PART 1 of this bidding document with the original signature of relevant key personal (CVs with e-signature or without original signature will be rejected). The evaluation of the key personnel in order to derive the score of Criterion 6 of Table 1 shall be the following.

The maximum age limit for the key personnel shall be 65 years.

**Table 2 Key Personnel Evaluation Table**


	Role	Max. Points	Min. Required Points	Notes
1	Project Manager	4.0	2.0	Min. Required: BSc. Engineering degree obtained, 12 years of professional experience in Oil & Gas projects (01 point).  Points for the additional qualification and experience shall be assigned as follows; <ul style="list-style-type: none"> <li>i. 01 point for Engineering Charter or equivalent qualification obtained from a globally accepted reputed professional body</li> <li>ii. 01 point for PMP</li> <li>iii. 01 point for Master's Degree in relevant field</li> <li>iv. 0.2 points for each year of additional experience in Oil &amp; Gas or aviation fuel infrastructure development projects. (Max points allowed :1.2)</li> </ul>

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	Role	Max. Points	Min. Required Points	Notes
2	Lead Design Engineer	4.0	2.0	<p>Min. Required: BSc. Engineering degree with Chartered Engineering qualification or equivalent qualification obtained from a globally accepted reputed professional body, 12 years of professional experience in Engineering designing in Oil &amp; Gas projects, of which minimum 03 years of aviation fuel infrastructure development projects. (02 points)</p> <p>Points for the additional qualification and experience shall be assigned as follows:</p> <ul style="list-style-type: none"> <li>i. Experience in aviation fuel infrastructure projects. (0.5 points for each year)</li> <li>ii. Experience in oil &amp; gas projects. (0.2 points for each year)</li> <li>iii. MSc Engineering degree.(0.5 points)</li> </ul>
3	Aviation Fuel Systems Expert/JIG Inspector	4.0	2.0	<p>Min. Required: current JIG Inspector Certificate holder, 12 years of professional experience in aviation fuel industry out of which 05 years shall be served as an Aviation Fuel Systems Expert / JIG Inspector. (2 points)</p> <p>Points for the additional qualification and experience shall be assigned as follows:</p> <ul style="list-style-type: none"> <li>i. 0.2 points for each year of additional experience in aviation fuel industry</li> </ul>
4	Construction Manager	6.0	4.0	<p>Min. Required: A Sri Lankan Engineer with BSc Engineering degree &amp; ECSL registration with 08 years of professional experience in Oil &amp; Gas projects (02 points).</p> <p>Points for the additional qualification and experience shall be assigned as follows:</p> <ul style="list-style-type: none"> <li>i. 01 points for Engineering Charter qualification obtained from IESL or a globally accepted reputed professional body</li> <li>ii. 01 point for PMP</li> <li>ii. 0.2 points for each year of additional experience in Oil &amp; Gas or aviation fuel infrastructure projects <b>[Max 02 point]</b></li> </ul>
	Total	18	10	

*Rest of the personal indicated in BDF-11 of Section IV Bidding Forms, shall have a minimum qualification of BSc. Engineering Degree in relevant discipline and 05 years industry experience in the relevant field.*



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### 3.3 Equipment

The Bidder shall demonstrate that it will have access to essential equipment/plants during the execution of Works. Capacity and number of machines shall be commensurate with the Works program submitted by the Bidder to enable him to finish the work in stipulated time. The Bidder shall provide ownership details of proposed items of equipment using Form BDF-9 in Part 1 - Section IV of Bidding Documents.

### 3.4 Subcontractors

Subcontractors shall meet the minimum criteria specified therein for them. The Bidder shall demonstrate in its proposal clearly the work and percentage value of that work to be carried out by its subcontractors, including its proposed designer (if the design work will be outsourced).

## FINANCIAL PROPOSAL

### 4. Financial Bid


The Financial Proposal will comprise the documents required as per ITB 10.5.

#### 4.1 Evaluation

The evaluation of the Financial Bid shall be carried out in accordance with the provisions of ITB 27. Bidders shall submit the Financial Bid as per the Form BDF-10 Price Proposal submission sheet as given in Section IV of the Bidding Document.

#### 4.2 Time Schedule for Completion of Works

The designated period for the completion and taking over the entire Works shall be 790 (Seven Hundred and Ninety) days from the Commencement Date, as indicated with further details in Para 8.2 of GCC. Bidders shall confirm that their Technical Proposal and Financial Proposal are based on this Time Schedule for Completion. No credit of any kind will be given in the evaluation of Technical Proposals and Financial Proposals, to a Proposal and/or a Bid offering to complete the Works earlier than this designated period. However, Technical Proposals and Financial Proposals offering to complete the Works later than this designated period shall be rejected by the Employer.

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## 5. Overall Evaluation

The total Score of each Bid is calculated as follows:

$$S = S_T * 0.15 + S_F * 0.85$$

Where,

S: Total Score (in points)

S<sub>T</sub>: Technical score (in points), the sum of scores of Criteria 1 to 6 In Table 1 (Technical Evaluation)


S<sub>F</sub>: Financial Score (in points).

The Financial Score is calculated as follows:

The Bid with lowest evaluated price (F<sub>m</sub>) will be given a financial score (S<sub>f</sub>) of 100 points. The financial scores (S<sub>F</sub>) of the other Bid prices (F) will be computed as follows:

$$S_F = 100 \times F_m / F$$

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## 6. Annex I

### Documents Required For Bid Submission and Evaluation of Technical Proposal

#### 6.1 Type of Contract

Technical and Financial Proposals are being invited for a Lump-Sum Contract, for Engineering, Procurement and Construction, based on the Employer's Requirements.


The detailed design of components and construction shall be done as specified in **Employers' Requirements and "General Conditions of Contract read with Particular conditions of Contract"**.

#### 6.2 Documents Required for Technical Proposal

The Technical Proposal will comprise of the following documents in addition to the documents required as per Clause ITB 10:

#### 6.3 General Submittal

- 6.3.1** BDF-1 Technical proposal submission sheet.
- 6.3.2** BDF-2 Applicant information Form
- 6.3.3** BDF-3 Applicant's party information Form
- 6.3.4** BDF-4 Draft Memorandum of understanding (MOU) for joint venture participation.
- 6.3.5** BDF-5 Draft JV Agreement
- 6.3.6** BDF-6 Proforma - letter of participation from each member of JV.
- 6.3.7** BDF-7 Power of Attorney for authorize signatory of JV.
- 6.3.8** BDF-8 Power of Attorney for lead partner of joint venture
- 6.3.9** BDF-9 Contractors' Equipment
- 6.3.10** BDF-9A Form of Bid Security (Bank Guarantee)
- 6.3.11** BDF-11 Table of proposed key personnel for the required design and site supervision roles, including the degree, charter ship status where required, years of general professional experience, years of professional experience relevant to the project.
- 6.3.12** BDF-12 Curriculum Vitae for Proposed key Personnel with original signatures.


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- 6.3.13** BDF-13 Previous experience of the bidder on similar projects and other projects separately. (The documents related to previous experience within the home country of the bidder shall be authenticated by the Chamber of Commerce or Ministry of Trade & Commerce or any other equivalent government authority of the bidder's country. The documents related to previous experience outside the home country of the bidder shall be authenticated by the respective embassy or the consulate located in the bidder's country.).
- 6.3.14** Audited Financial Statements for the last five (05) years (i.e. financial years ending 31.12.2024, 31.12.2023, 31.12.2022, 31.12.2021, and 31.12.2020 or financial years ending 31.03.2023, 31.03.2022, 31.03.2021, 31.03.2020, and 31.03.2019). If any bidder is unable to fulfill the requirement during the 2020, 2021 and 2022 due to Covid-19 pandemic situation, bidder may submit the immediate past three years from 2020 i.e. 2019, 2018 and 2017.
- 6.3.15** History of litigation or arbitration awards against the Bidder or any partner of a joint venture for the last ten (10) years.
- 6.3.16** PCA 3 Certificate as per the Public Contract Act No, 3 of 1987, obtained from the Department of Registrar of Companies.
- 6.3.17** Duly completed and signed checklist for Bidders (BDF 14).
- 6.3.18** A Letter of Confirmation from a Bank for a Credit Facility for this Project as per sub-clause 1.3, authenticated by the Chamber of Commerce or Ministry of Trade & Commerce or any other equivalent government authority of the bidder's country.

## **6.4 Technical Submittal**

### **6.4.1 Methods Statement**

The Bidder shall submit methods statement which demonstrates the Bidder's understanding of the Project and comprehension of the Works involved. In these methods statement, the Bidder shall submit method statements in accordance with Employer's Requirements and in strict compliance with the Contract requirements. This shall correspond to Site organization, Contractor's equipment, construction schedule and Work Plan being submitted by the Bidder as a part of Bid document.

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#### **6.4.2 Organization and Management**

The Bidder shall submit an organization chart identifying the management and reporting structure for key positions and all site teams. The Bidder shall submit a commentary that describes the roles and responsibilities of the various key positions in the organization structure, the minimum qualifications, channel of communication, organization they come from and how this organization structure will manage the execution of the works within the scheduled period.

#### **6.4.3 Work Plan/Bid Program**

The Bidder shall submit a Work Plan which shall indicate how the Bidder intends to organize and carry out the Works by breaking them into various activities and completing those activities by appropriate Milestones so that the whole of the work gets completed within the time of completion as mentioned in GCC Sub-Clause 8.2. The Work Plan shall be prepared in terms of weeks from the Date of Commencement of Works. (Refer to Explanatory Note 1 at the end of this Section). Bidder must use either MS-Project or Primavera P6 and submit the softcopy of the work program with the bid either in \*.mpp or \*.xer format, corresponding to the software used.

#### **6.4.4 Documents for Safety and Quality Plans**

The Bidder shall submit the following documents, which shall demonstrate clearly the Bidder's proposals for achieving effective and efficient Safety and Quality procedures.

- a) Outline Safety Plan
- b) Outline Quality Plan


(Refer to Explanatory Note 2 at the end of this Section)

#### **6.4.5 Concept Design & Performance Parameters Compliance**

The Bidder shall submit details of compliance with the Employer's Requirements as listed in Part 2 of the Bidding Document.

#### **6.4.6 Stakeholder Management Plan**

The Bidder shall submit a detail report of the Stakeholder Management Plan to meet the requirements/conditions/directions/guidelines stated under Part 4 of the Bidding Document.

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## 7. Explanatory Note No. 1

### Reference Paragraph 6.4.3 Work Plan of Annex I

#### Requirements of Work Plan/Bid Programme

**7.1** The Bidder shall submit a Work Plan which shall indicate how the Bidder intends to organize and carry out the Works by breaking them into various activities and completing those activities by appropriate Milestones so that the whole of the work gets completed within the time of completion as mentioned in GCC Sub-Clause 8.2. The Work Plan shall be prepared in terms of weeks from the Date of Commencement of Works. This may be in form of Primavera or similar program output.

**7.2** The Work Plan shall follow the instructions given in Part 2 - Section V Employer's Requirements.

**7.3** The Work Plan shall take into account the Bidder's proposed Design Submission Programme and should:


(a) take due account of the design co-ordination interface periods during which the Contractor shall be required to undertake and complete all aspects of design co-ordination with other consultants engaged in the review of the design of the Project such design will be compatible and coordinated with others and allowing adequate time for the Employer's assessments and decisions.

(b) be consistent with the overall Work Plan and in accordance with the Employer's Requirements;

(c) make adequate allowance for periods of time for review by authorities whose approval is necessary

(d) Include a schedule identifying, describing, cross-referencing and explaining the Design packages and submissions which the Bidder intends to submit.

**7.4** The Work Plan shall contain sufficient detail to assure the Employer of the feasibility of the plan and approach proposed by the Bidder.


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**7.5** The Work Plan shall be accompanied by a narrative statement that shall describe Programme activities, assumptions and logic, and highlight the Bidder's perception of the construction and completion of the work. This narrative statement shall also indicate which elements of the Works the Bidder intends to carry out off-site with details of the proposed locations of where any such work is to be carried out, the facilities available. In particular the Bidder must state the assumptions made in respect of the interfaces with the Employer, other contractors and any requirements for information on matters which would affect his works.

**7.6** All programs shall include design, procurement periods, major material, on site, offsite, temporary construction, interface and periods for System wide, utility and adjacent contractors, and testing along with other relevant information.

**7.7** The proposed submission of the Work Plan and Design Submission Programme shall not, in any event, be construed as a submission under Sub-Clause 8.3 (Programme) of the General Conditions of Contract.

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## 8. Explanatory Note No. 2

### Reference Paragraph 6.4.4 - Documents for Safety and Quality plans of Annex I

#### 8.1 OUTLINE SAFETY PLAN


The Bidder shall submit as part of his bid an Outline Safety Plan which shall contain sufficient information to demonstrate clearly the Bidder's proposals for achieving effective and efficient safety procedures. The Outline Safety Plan should include an outline of the safety procedures and regulations to be developed and the mechanism by which they will be implemented for ensuring safety as required under the Employer's Requirements and Sub- Clauses 4.8 and 6.7 of the GCC.

The Outline Safety Plan shall be headed with a formal statement of policy in relation to safety and shall be sufficiently informative to define the Bidder's safety plans and set out in summary an adequate basis for the development of the Site Safety Plan to be submitted in accordance with Sub Clause 4.8 and 6.7 of the GCC including a testing and strategy/plan for the whole of the Works.

#### 8.2 OUTLINE QUALITY PLAN

The Bidder shall submit as part of his bid an Outline Quality Plan which shall contain sufficient information to demonstrate clearly the Bidder's proposals for achieving effective and efficient Quality Assurance and Control System. The Plan should include an outline of the procedures and regulations to be developed and the mechanism by which they will be implemented for ensuring Quality as required in terms of the Employer's Requirements. It shall also include an outline of procedures, verification and validation for all tests and materials for all the Works being done by him under this Contract.



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Document Title:	<b>Section III. Evaluation and Qualification Criteria</b>	

## 9. Compliance To Stakeholder Conditions

Bidder shall comply with the conditions stipulated by the stakeholder organizations not limiting to the conditions mentioned in the PART 4 – Reference Documents of the bidding document.

**FOR REVIEW PURPOSE ONLY**