



Tengizchevroil

Future Growth Project-Wellhead Pressure Management Project

FGP-WPMP Prequalification Process Requirements for Construction Companies

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Agenda

- Purpose and intention of the Pre-Qualification Process
- Identification of Potential Suppliers
 - Pre-screening stage
 - General Supplier pre-qualification process
 - Specific Supplier qualification process
- The most common reasons why companies fail to make the short list for bidding selection



Pre-Screen Stage by KC Group

- Pre-screen is performed by KC Group for Kazakhstani companies
- During pre-screening stage you should provide the following information about your company:
 - Who you are? - registered company name
 - Where you are? - registered company address and local operating address (within Kazakhstan)
 - What you do? - core expertise and capabilities
 - How to contact you?- nominate a point of contact, state the position of this person, and provide email and phone contact details
- Information is added to the KC Combined Local Database



Purpose and intent

Supplier Pre-Qualification Process is:

- The purpose of the Supplier Pre-Qualification process is to determine your Company's strengths, capabilities and interest in participating on the FGP-WPMP
- The pre-qualification process is intended to provide a structured, objective, quantifiable and dependable basis upon which to select the most suitable bidders for participation in the bidding process for work on FGP-WPMP
- We are looking to partner with qualified, reliable and reputable Suppliers that will deliver on their commitments safely, on time and in accordance with applicable regulations and procedures

Your company must successfully complete the pre-qualification process in order to be considered as a potential Project Supplier.



Supplier Qualification Process:

General Capabilities: how it works

- Each pre-screened company is issued a General Pre-Qualification Questionnaire
- Every Company completes and submits General Pre-Qualification Questionnaire to the Project

Note: It is very important to provide your answers to General Pre-Qualification Questionnaire: (1) within the indicated time period; (2) in the proper manner as requested in questionnaire.



Supplier Qualification Process:

General Capabilities: how it works

General Questionnaires consists of 6 key areas (disciplines):

- General Information
- Compliance
- Finance
- HSE
- General Capabilities
- Information Protection

These sections were established in accordance with TCO standard procedures for the Supplier Pre-Qualification Process

Each section consists of a number of subsections with relevant questions

There can be “open questions” (e.g. “describe your company system of ...” or “provide information about...”) or YES/NO questions



Supplier Qualification Process:

General Capabilities: how it works

These questions are to be applied to **any** potential supplier irrespective of the following possible variations:

- local / foreign
- small / international
- existing / new

All your answers to questions of each section are evaluated and scored depending on “quality” of provided answers

Note: “quality” is measured as a set of different factors (accuracy, completeness, consistence, comprehensiveness, relevance) applied to your answer.



Supplier Qualification Process:

General Capabilities: how it works

- Subject Matter Experts (SME's) will evaluate the Company's response and identify capability and risks
- Companies that successfully complete the pre-qualification process will be added to the Potential Supplier List
- The Potential Supplier list is then used to identify potential bidders for the specific scopes of work (e.g. civil/industrial/road construction, topographical / geotechnical / laser survey, piling, etc.)

Note: Project makes this judgement based on the information obtained from your answers to General Questionnaire!

- A Specific Capability Questionnaire is then issued to potential bidders to assess their capabilities with respect to a specific scope of work



Supplier Qualification Process: Specific Capabilities: how it works

Supplier Specific Capabilities qualification process focuses on the following aspects:

- Looking for experience-based knowledge, comprehension and awareness of scope related issues
- Oriented to explore competency in project management and execution areas
- Evaluating your actual and possible operational and technical ability to execute a specific scope of work as well as meet all regulatory requirements
- Work schedule and execution plan should be clear and demonstrate companies understanding of the scope requirements as well as be valid in terms of feasibility and implementation



Supplier Qualification Process:

Specific Capabilities: how it works

- Organization chart, personnel and experience statement: strong and capable key personnel, clear and full statement of experience, qualifications and resources
- The right and appropriate license for the intended works
- Optimization of Kazakhstani Content and plans of improving capability and capacity of Kazakhstani employees
- Full, comprehensive and clear responses especially relating to project management & execution as well as relevant (construction, E&I, etc.) experience



Supplier Qualification Process:

Specific Capabilities: how it works

- SME's evaluate your responses to the completed Specific Questionnaire
- Based on the SME's evaluation of the General and Specific Questionnaire your company may be added to the bidders list for the Specific scope of work
- A Specific Questionnaire is issued for each package (i.e. a discreet scope of work). Therefore, your company may be asked to complete more than one specific questionnaire
- The result of any given Specific Questionnaire does not exclude you from receiving additional specific questionnaires for other upcoming scopes of work



The most common reasons why companies fail to make the short list for bidding selection are:

- Companies omit information in their responses: Questionnaire should be complete in full; If you do not understand a question, seek clarification
 - Note that the compliance section is mandatory- questions need to be answered correctly and in full
- Companies do not address the HES requirements: Whether you conduct physical work or office work, all Companies must provide total recordable incident statistics.
- Companies do not fully specify services they provide
- Companies fail to provide full details of current licences and registrations
- Companies do not fully understand scope requirements



Supplier Qualification Process (SQP): Main stages

Pre-qualification: Identify potential project Suppliers

- List of potential suppliers
- Pre-screening
- Result: **KC Combined Local Databases**

General Capabilities Qualification

- General Questionnaires sent to potential suppliers
- Potential Suppliers' General Capabilities identified

Specific (scope related) Capabilities Qualification

- Specific Questionnaires sent to certain Suppliers identified with regards to specific Project scopes
- Evaluation of Specific Capabilities
- Result: If successful included on **Bid List**

Parallel Qualification Activities (optional)

- Inspections and visits.
- Third party review of financial history etc.
- Meetings, interviews
- Additional clarification requests.



SQ practice: Project SQ

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