



Small and Medium Enterprises Business Opportunities

اعتماد الموردین المحليین فی قطر
LOCALIZING THE SUPPLY CHAIN IN QATAR

LARGE OPEN HEAD STEEL DRUMS MANUFACTURING



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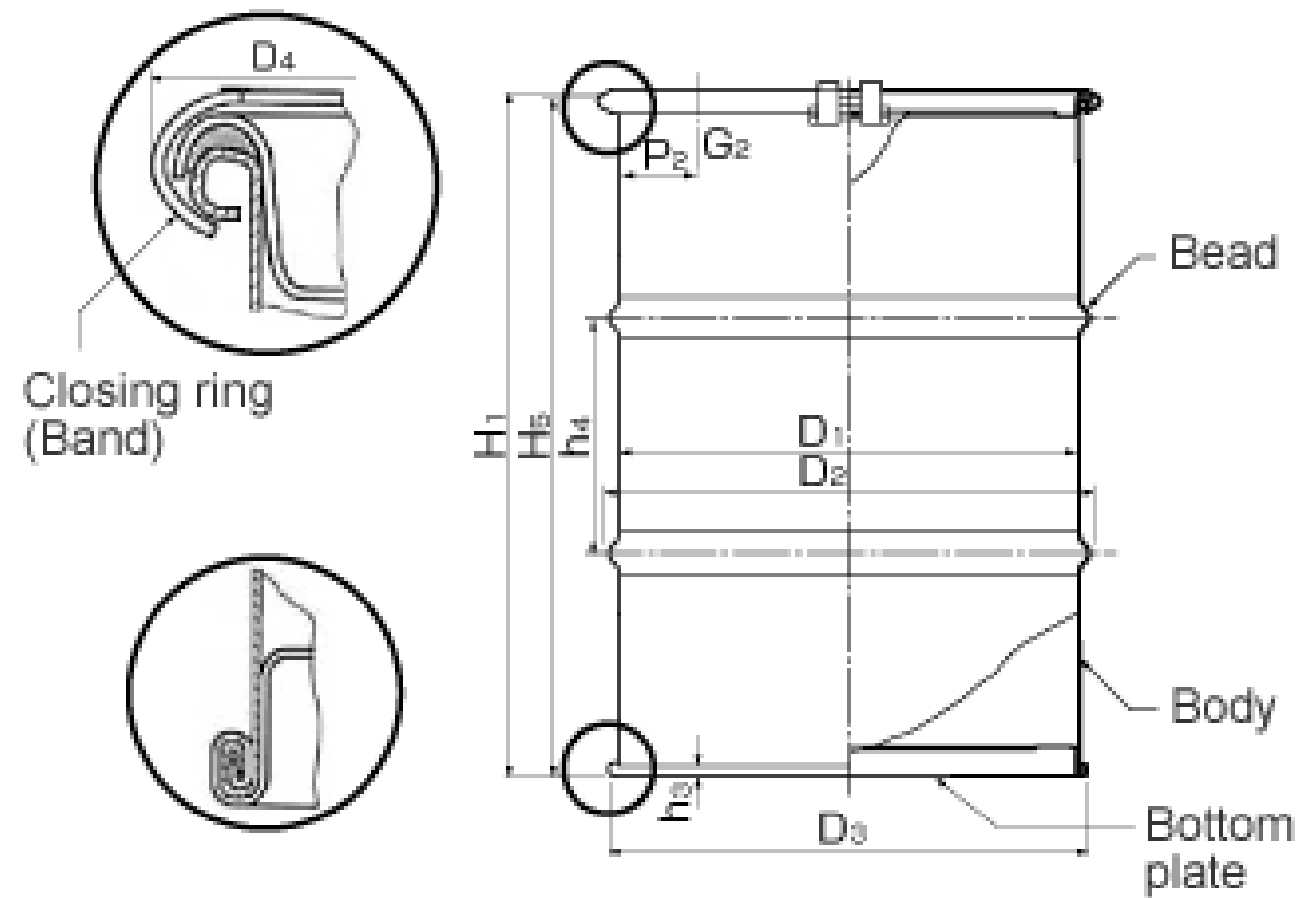
CURRENT SITUATION & SCOPE OF WORK

- Manufacture of Open Head Drums (220 L): currently being used also for catalyst transport from overseas.
- Currently there is no local supplier.
- Any export of materials has to be done in UN approved containers.
- Qatar Petroleum regulation from 2013 require all hazardous material to be transported in UN approved containers.
- Current containers are being replaced by UN approved steel drums.
- Historical consumption: 500 -1000 drums annually



SPECIFICATION & REQUIREMENTS

- Sizes from 210L to 220L
- For the use in chemical and mineral oil industry
- Manufactured according to ISO 15750-1
- Seam-welded drum body, base with MAUSER triple seam
- Optional W-shaped beads to improve stability
- UN approved for solid or liquid and solid hazardous goods
- Plain steel or lacquering inside
- Options: spray-painted finish, offset and screen-printing



POTENTIAL FUTURE OPPORTUNITIES

- Manufacturer or third party UN certification provider.
- Variety of UN approved containers are needed from steel to plastic. Currently these containers have to be imported.
- Various ISO Tanks models are being used: For example: T3 - Technical Specifications for 20' x 8' x 8'6" ISO ICC Type Tank container for Bulk Bitumen (UN T3 CODE).



SOURCING

SOURCING PROCESS USED IN THE CURRENT TENDER

VENDOR PREQUALIFICATION

Vendors participating in this workshop & interested in bidding for this opportunity

INVITATION TO TENDER

A shortlisted set of vendors will be invited to participate in the tender

TECHNICAL BIDDING

Technical bids will be received and assessed first

COMMERCIAL BIDDING

Commercial bids will be assessed for those that are technically qualified

CONTRACT AWARD

Contract will be awarded to the most technically qualified and commercially attractive vendor.



SOURCING PROCESS

- Shell requires a 3-year contract on a call-off basis. (no volume commitments)
- Competitive tender: the contract will be awarded to the most commercially attractive and technically qualified vendor.
- Standard Terms & Conditions will apply
- Prequalification will be based on supplier relevance to the scope of work and services required
- Sign up to stage one of Shell Supplier Qualification System (SQS) as required for prequalification & registration into Shell's supplier database
- Next step today:
Please declare your interest to participate in this tender *(Please see Handout for Focal Point Contact) closing by 1st week November 2017.*



TENDER CONSIDERATIONS

QATAR SHELL SEEKS STRONG ATTRIBUTES IN

- Comply to state & government regulations.
- Company professionalism, ethics & values.
- Quality of HSSE standards and policies.
- Financial health and capability.
- Technical capability & readiness.
- Quality assurance & controls.
- Commercial attractiveness & creativity.

**AS A COMPETITIVE TENDER
NO NEGOTIATIONS ARE ENVISIONED**

**COMPETITIVE TENDER:
THE CONTRACT WILL BE AWARDED TO
THE MOST COMMERCIALY ATTRACTIVE
AND TECHNICALLY QUALIFIED VENDOR**

**CLARIFICATIONS DURING THE TENDER
WILL BE POSSIBLE**



ANTICIPATED TENDER TIMELINE

Activity	Estimated Date	Estimated Duration	Comments
Pre-qualification (Shell Qualification System and confirmation letter of participation)	4 th week of October	1 Week	SME vendor to complete the online registration.
Issuing Invitation to Tender	1 st week of November	1 Week	Shell will send tender invitation package to the SME vendor
Tender Clarification closed by	2 nd week of November	1 Week	SME Vendor to request clarification on the content of the Shell Tender Document if required
Tender Bids Submission Deadline	3 rd week of November	@ 12:00 PM	SME vendor has to comply with the bids submission date
Bids Evaluation and clarifications have to be Completed by	5 th week of November	2 Weeks	Shell evaluates the bids from a technical and commercial perspective. SME vendor has to answer clarification requests from Shell
Contract Letter of Award	2 nd week of December	1 Week	Shell is going to issue the contract award letter to the winning bidder and request signature

NOTE

The awarded SMEs will be granted, if needed, up to a period of 18 months from the contract signature date to provide the required goods or services.

For further information on advisory support please contact QDB

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TOGETHER WE MAKE QATAR'S FUTURE