



Small and Medium Enterprises Business Opportunities

اعتماد الموردین المحليین فی قطر
LOCALIZING THE SUPPLY CHAIN IN QATAR

MANUFACTURING OF WELDING RODS OPPORTUNITY



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INTRODUCTION

Purpose

- We are seeking a provider of welding rods for the Qatar region. Local welding rods Manufacturing facility to support Qatar Shell operations needs

Objective

- To contract a high standard supplier to grow into a manufacturer of welding rods locally in Qatar towards better quality control assurance and fast delivery and operations sustainability



CURRENT SITUATION

- Qatar Shell currently uses all welding material via maintenance and turnaround contractors
- Demand is varied among the different types of projects across the organization, all year round with peak time during turnarounds



SCOPE OF WORK



1. HIGH QUALITY ELECTRODS

E2209-17
E308L-15
E309L-15
E316-17
E316L-17
E347-17
E7016-1
E7018
E7018-1
E7018-A1
E8018-B2
E9018-B3
E9018-G
ENiCrMo-3

2. TYPE OF FILLER METAL

ER 308L
ER 309L
ER 316L
ER 347
ER 70S-6
ER 80S-B2
ER Ni Cr -3
ER NiCrMo-3
ER NiCrMo-3
(BOHLER)
ER NiCrMo-4
ER2209

ER308 L
ER309L
ER310
ER316L
ER347
ER70S3
ER80S-B2
ER80S-D2
ER80S-G
ER90S-B3

SCOPE OF WORK



4. LOCAL MANUFACTURING

A professional facility with machines and team maintaining safety standards



5. LOCAL QUALITY CONTROL

Oil and Gas Industry standard Specifications



6. DELIVERY TO SITE

Including proper packing and labeling with delivery to site

REQUIREMENTS

- The use of professional technicians with appropriate knowledge of the subject area concerned and experienced in the industry
- To provide and maintain the highest standards of welding manufacturing
- The operations must be done and managed from Qatar local office
- Respond to ad hoc and urgent requests (availability after working hours and during weekends)
- Estimated quantity based on historical consumption is around 3,000 welding rods annually inclusive of all types



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.



CONTRACTS AND PROCUREMENT – SOURCING PROCESS

- Shell requires 3 year contract on a call-off basis. (no volume commitments)
- As a competitive tender no negotiations are envisioned.
- Clarifications during the tender will be possible.
- Standard Terms and Conditions will apply
- Competitive tender: the contract will be awarded to the most commercially attractive and technically qualified vendor.



TENDER CONSIDERATIONS

CRITICAL ASPECTS

- Vendor must qualify to the SME Criteria
- Participants that declare an interest during this workshop will be invited to the prequalification for these services.
(Please see Handout for Focal Point Contact) closing by 1st week of November 2017.
- 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

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.



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