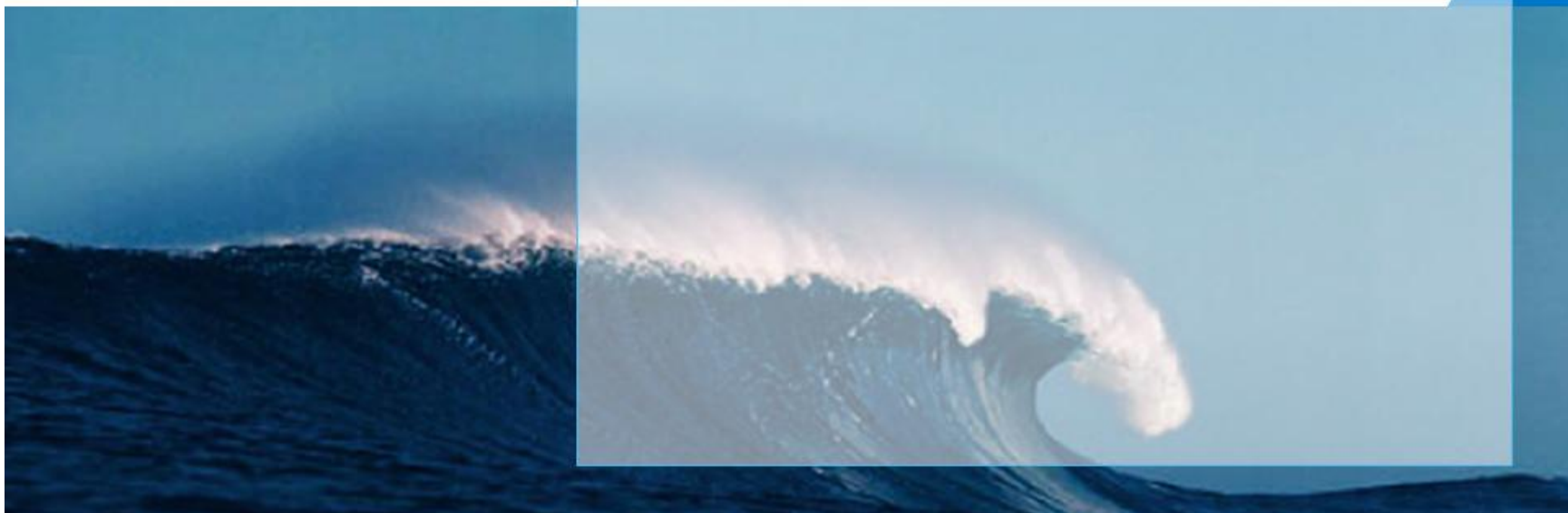


Information Meetings EMSA NEG/1/2012 – Stand-by Oil Spill Recovery Vessels

Invitation to Apply

Santiago Encabo
Project Officer
Pollution Preparedness and Response



Key Issues

1. Procurement Procedure
2. Geographical areas/"Lots"
3. Procurement Timetable
4. Submitting "Applications"

Procurement 2012: Negotiated Procedure

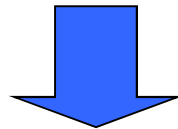
2 Step Approach:

Step 1 - "Invitation to Apply"

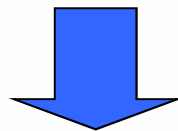
Step 2 – (Restricted) "Invitation to Tender"

Step 1: Invitation to Apply

Publication of Invitation to Apply in the OJEU on Jan 31st
(Open to any Interested Party)



Submission of Applications: Deadline **March 16th**



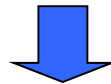
Evaluation of Applications as per Enclosure 1: Criteria



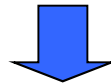
Determination of Pre-Selected Candidates

Step 2: Invitation to Tender

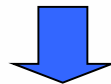
Invitation to Tender (restricted): Pre-Selected Candidates



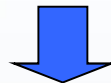
Submission of Bids



Improvement to Bids: Best Quality/Price Ratio



Submission of Final Bids



Evaluation of Bids: Info provided in the Tender Specifications



Award of Contracts

Structure Procurement Procedure 2012

Replacement of two contracts that expire in 2012:

- ✓ Southern Atlantic
- ✓ Central Mediterranean

New Contract in 2012:

- ✓ Bay of Biscay – PRIORITY

IF IT FAILS:

- ✓ Western Mediterranean Sea

Geographical Areas/"Lots"

Lot 1: South Atlantic

Iberian Peninsula Atlantic Coast
from Huelva (ES) to La Coruña (ES)

Lot 2: Central Med

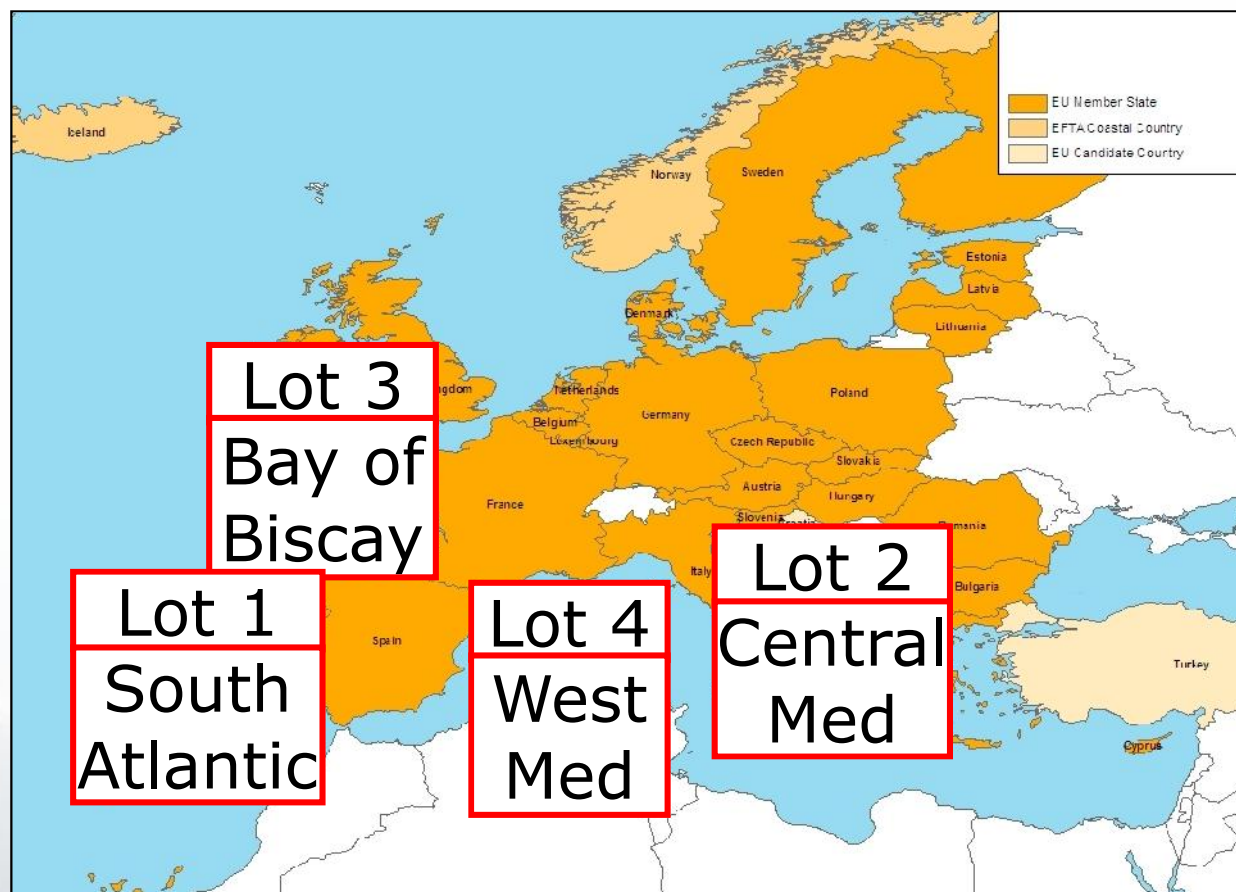
Adriatic Sea, Ionian Sea and Malta

Lot 3: Bay of Biscay

European Continental coastline from
La Coruña (ES) to Le Havre (FR)

Lot 4: West Med

Spanish and French Mediterranean
coastline from Alicante (ES) to Nice
(FR) + Balearic Islands



Possibility to Apply for 1 or more lots

Lot 1: Southern Atlantic

Iberian Peninsula Atlantic
Coast from Huelva (ES) to La
Coruña (ES)

Indicative capacity:

1,500 m³

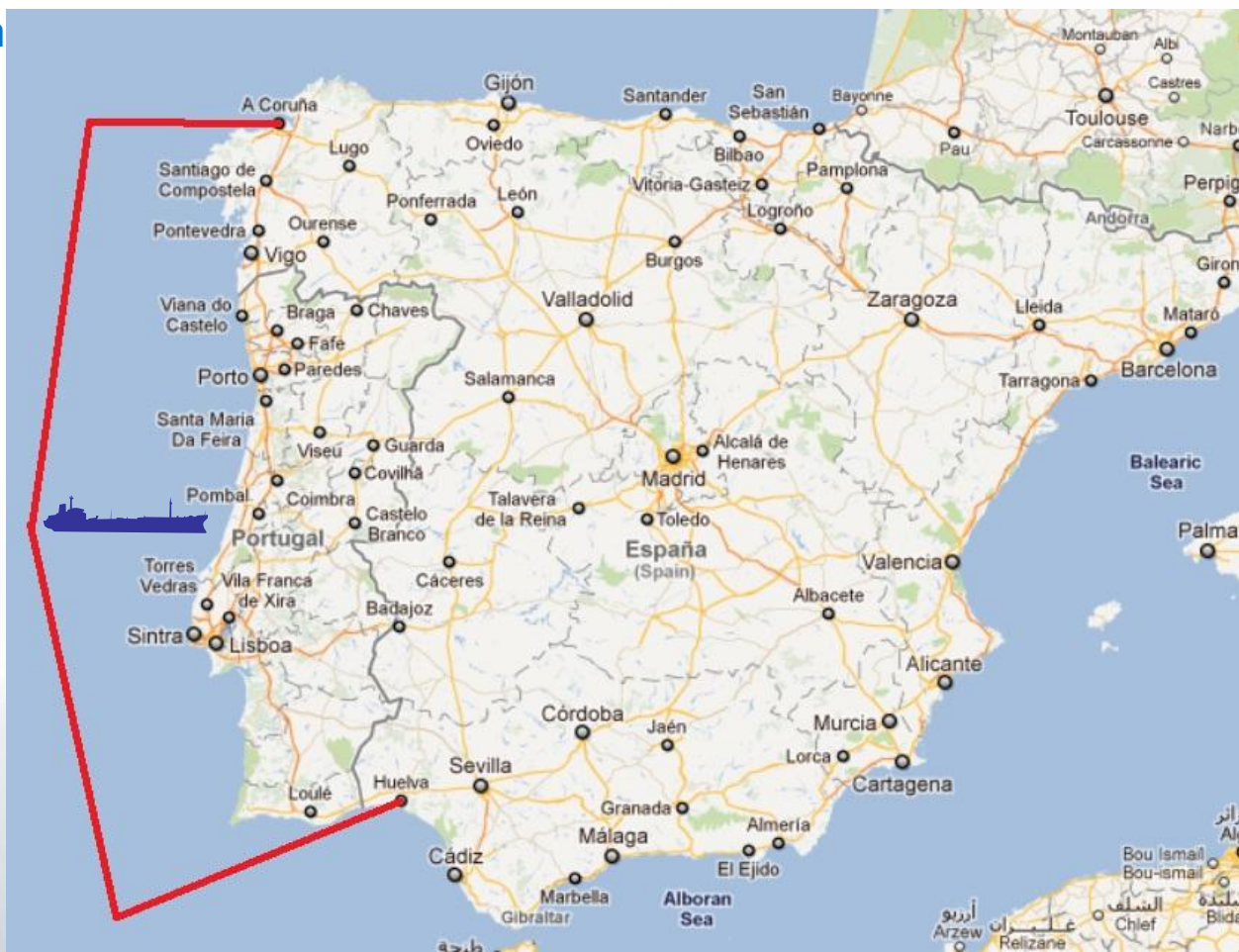
Minimum capacity/vessel:

700 m³

Budget: € 2.9 m

+

**Equipment transfer (full
set)**

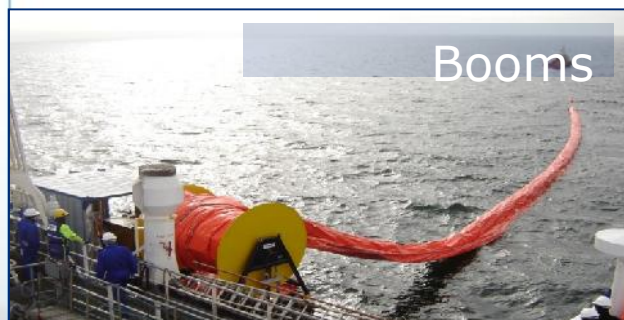
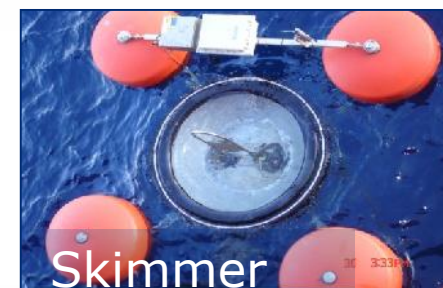


Lot 1 : Southern Atlantic

Equipment solution

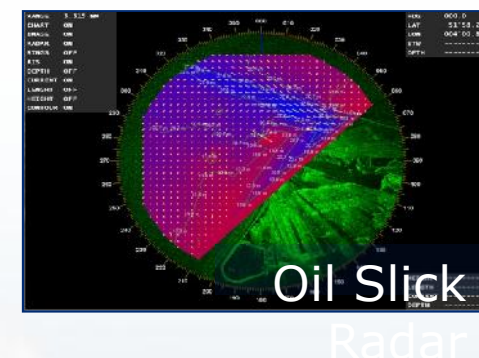


**Complete set of equipment transfer
from previous contractor**



**Booms
Skimmers**

**Slicks detection system
Rigid sweeping arms
(to be maintained/overhauled)**



Lot 2: Central Med

Adriatic Sea, Ionian Sea
and Malta

Indicative capacity:

1,500 m³

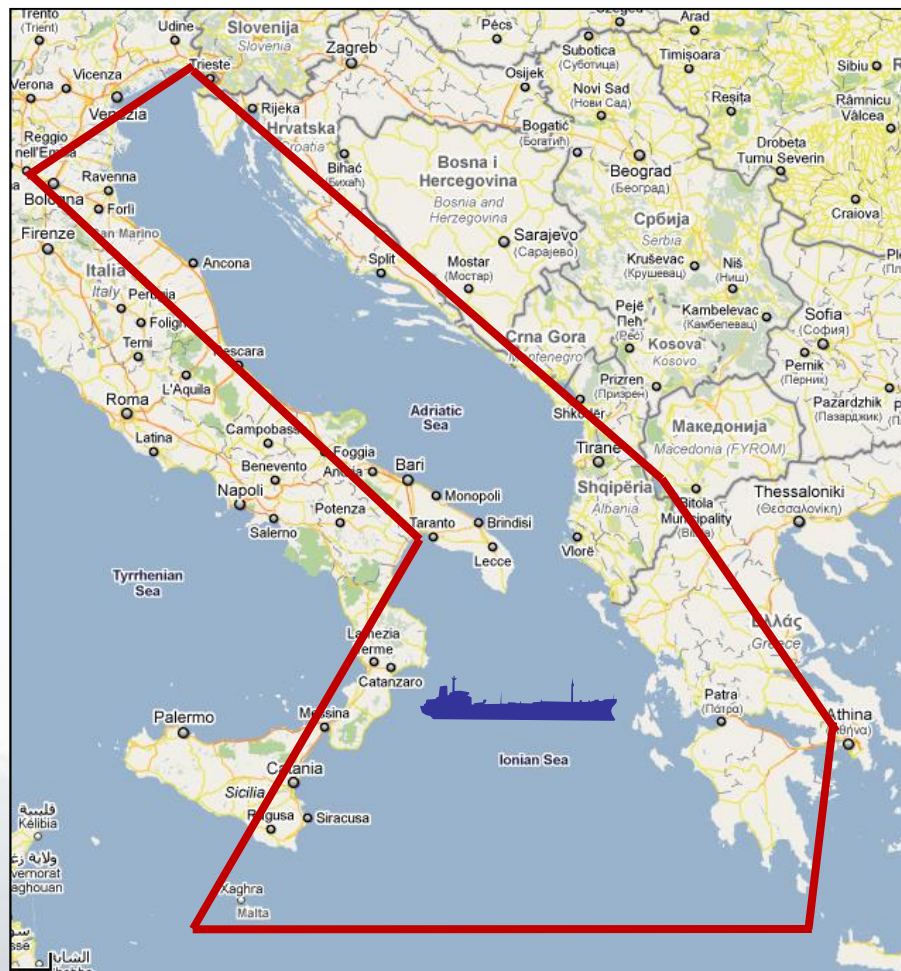
Minimum capacity/vessel:

700m³

Budget: € 2.9 m

+

**Equipment transfer
(full set)**

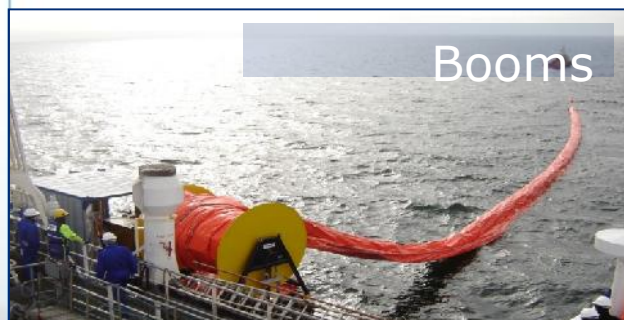
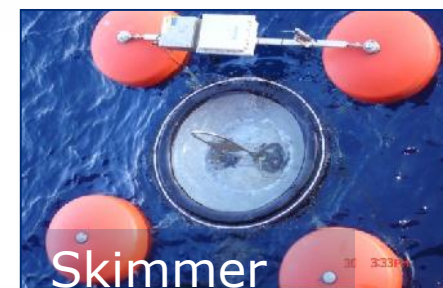


Lot 2 : Central Mediterranean

Equipment solution

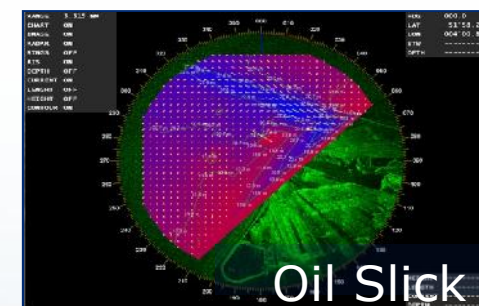


**Complete set of equipment transfer
from previous contractor**



**Booms
Skimmers**

**Slicks detection system
Rigid sweeping arms
(to be maintained/overhauled)**



Radar

Lot 3: Bay of Biscay

European Continental
coastline from La Coruña
(ES) to Le Havre (FR)

Indicative capacity:

1,500 m³

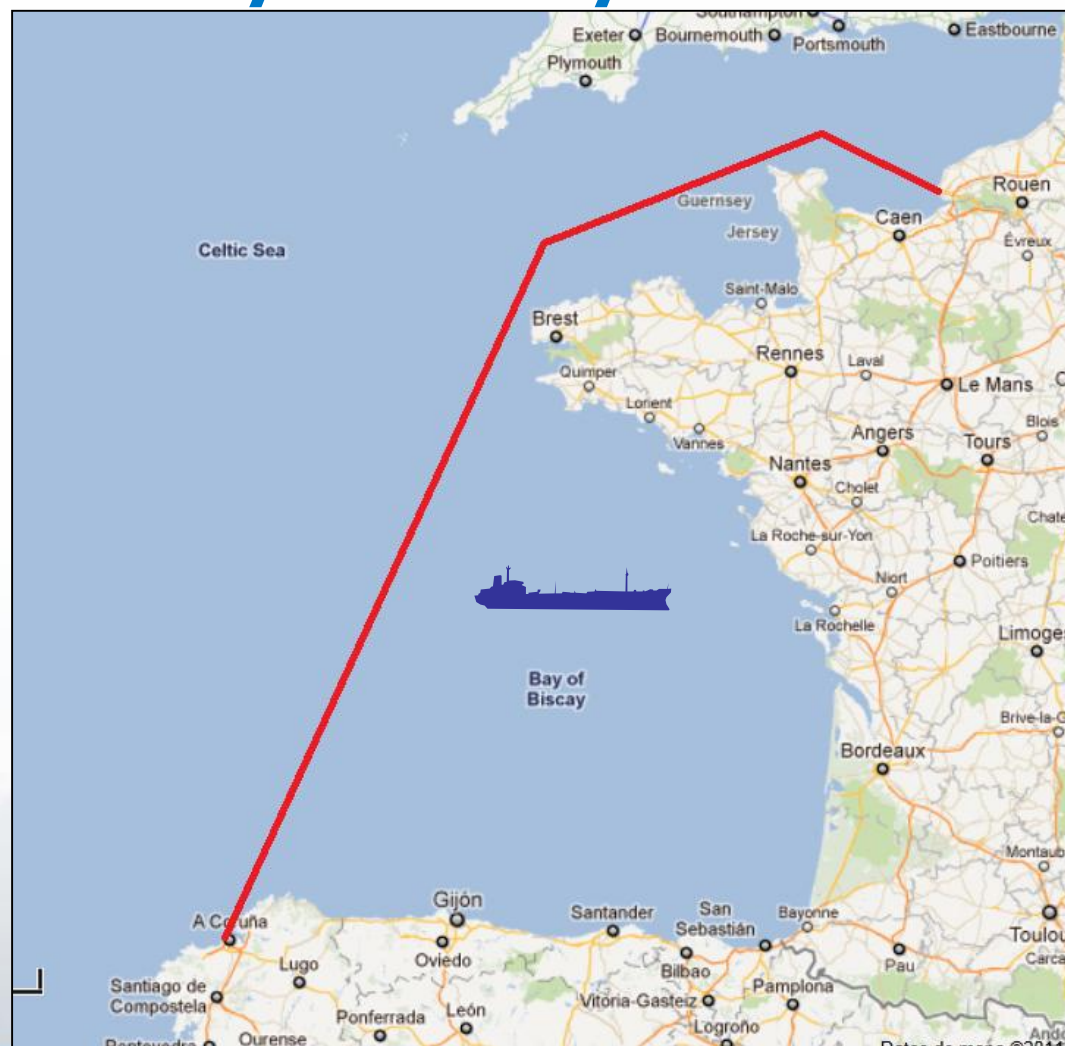
Minimum capacity/vessel:

700m³

Budget:

€ 4.5 m

No Equipment Transfer



Lot 4: West Med (in case Lot 3 Fails)

Spanish and French
Mediterranean coastline
from Alicante to Nice +
Balearic Islands

Indicative capacity:

1,500 – 6,000 m³

Minimum capacity/vessel:

700m³

Budget: € 4.5 m

No Equipment Transfer



Lot	Max. Budget (million)	Indicative Target Storage Capacity (m ³)	Min. Vessel Capacity (m ³)
Lot 1: Southern Atlantic	€ 2,9	1,500 – 6,000	700
Lot 2: Central Med	€ 2,9	1,500 – 6,000	700
Lot 3: Bay of Biscay	€ 4,5	1,500 – 6,000	700
Lot 4: West Med	€ 4,5	1,500 – 6,000	700
Contract Duration: 4 years Renewable: once for additional 4 years (8 years in total)			

Lot	Maximum availability fee	Maximum equipment price (per set)	Maximum pre-fitting price (per vessel)	Maximum overall budget	Equipment modalities
Lot 1: Southern Atlantic	€ 2,4m	€ 0,2m	€ 0,6m	€ 2,9m	Complete set delivered to contractor
Lot 2: Central Med	€ 2,4m	€ 0,2m	€ 0,6m	€ 2,9m	Complete set delivered to contractor
Lot 3: Bay of Biscay	€ 2,4m	€ 1,75m	€ 0,6m	€ 4,5m	Complete set to be purchased by contractor
Lot 4: West Med	€ 2,4m	€ 1,75m	€ 0,6m	€ 4,5m	Complete set to be purchased by contractor

PROCUREMENT PHASE 1: Invitation to Apply

"Contract Notice" publication in OJEU	Documents available on www.emsa.europa.eu	31 st January
"Application" Preparation	Interested Parties prepare "light" documentation	February- March
Information Meetings	Procurement Procedure and Technical Elements Bordeaux (FR); Madrid (SP), Rome (IT)	7 th – 17 th February
"Application" Deadline	"light" documentation submission	16th March
"Application" Evaluation	Identification of "Pre-selected Candidates" by EMSA	April

PROCUREMENT PHASE 2: Invitation to Tender

"Invitation to Tender"	"Invitation to Tender" sent "Pre-selected Candidates"	April
Clarification meetings	Clarification with candidates	April-May
Visit to EMSA stockpiles	Opportunity to review equipment for transfer (lots 1 & 2)	2 nd week of May
Preparation of Tenders	Documentation preparation	April-May
"Tender" Deadline	"Heavier" documentation submission	End of May/ 1st Week June

PROCUREMENT PHASE 2: Negotiation

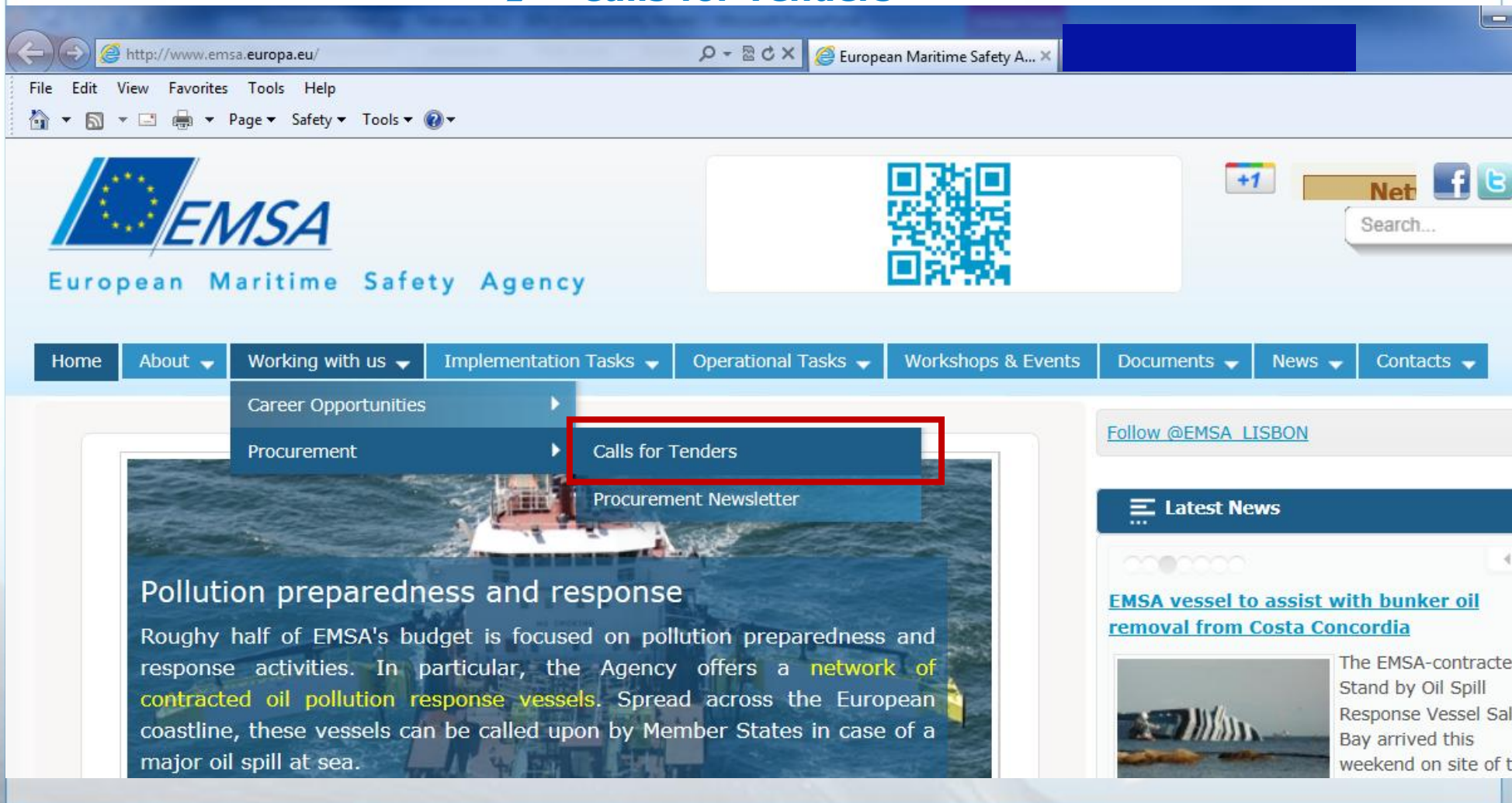
Negotiation Stage	Improvements to offers	June – July
On-site Meetings	Visits to vessels	First 3 weeks of July
“Final Tender” Deadline	Final offers	End August/ 1st Week September
Final Tender Evaluation	Awarding of contracts	October - November

www.emsa.europa.eu

→ "Working with us"

→ "Procurement"

→ "Calls for Tenders"



The screenshot shows the EMSA website interface. At the top, there is a navigation bar with the EMSA logo and the text "European Maritime Safety Agency". Below this, there is a search bar and a QR code. The main navigation menu includes links for Home, About, Working with us, Implementation Tasks, Operational Tasks, Workshops & Events, Documents, News, and Contacts. The "Working with us" menu is expanded, showing sub-links for Career Opportunities, Procurement, and Calls for Tenders. The "Calls for Tenders" link is highlighted with a red box. Below the navigation menu, there is a featured article titled "Pollution preparedness and response" with a background image of a ship. The article text states: "Roughly half of EMSA's budget is focused on pollution preparedness and response activities. In particular, the Agency offers a network of contracted oil pollution response vessels. Spread across the European coastline, these vessels can be called upon by Member States in case of a major oil spill at sea." On the right side of the page, there is a section for "Latest News" with a headline "EMSA vessel to assist with bunker oil removal from Costa Concordia" and a sub-headline "The EMSA-contracted Stand by Oil Spill Response Vessel Salir Bay arrived this weekend on site of th".

Home About Working with us Implementation Tasks Operational Tasks Workshops & Events Documents News Contacts

Career Opportunities

Procurement

Calls for Tenders

Procurement Newsletter

Pollution preparedness and response

Roughly half of EMSA's budget is focused on pollution preparedness and response activities. In particular, the Agency offers a network of contracted oil pollution response vessels. Spread across the European coastline, these vessels can be called upon by Member States in case of a major oil spill at sea.

Latest News

EMSA vessel to assist with bunker oil removal from Costa Concordia

The EMSA-contracted Stand by Oil Spill Response Vessel Salir Bay arrived this weekend on site of th

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➔ "read more"

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Working with us
Procurement
Calls for Tenders
Ongoing Calls for Tenders

Procurement Menu

- Procurement Main Page
- Ongoing calls for tender
- Tender Archives
 - Current year
 - Period 2006-2010
 - Low value contracts (2004-2010)

Important Info for Tenderers

Read the [Guidelines for Tenderers](#) before submitting your bids.

The following documents are mandatory.

Be sure you include them in your bids:

- Financial Form
- Legal Entity Form
- Declaration on Honour

Ongoing Calls for Tenders



	Description	Published	Deadline	Files	Updated
EMSA OP/01/2012	Purchase of space-based AIS data services	02.02.2012	26.03.12	OP-01-2012	02.02.2012
EMSA/NEG/1/2012	Service contracts for stand-by oil spill recovery vessel(s) [read more]	18.01.2012	16.03.12	NEG-1-2012 Invitation to Apply & Enclosures	31.01.2012
EMSA OP/13/2011	Internet, fixed telephony services and mobile communications	06.12.2011	20.01.12	Questions & Answers EMSA OP-13-2011.zip	11.01.2012



Requests for additional information regarding procurement procedures must be sent **exclusively to the email indicated in the tender documentation.**

Tender related questions and answers are published in this page (pdf file above tender documentation zip files).

Responsibility for monitoring the Agency's website for replies to 'questions/answers' and/or further information remains with potential applicants.

www.emsa.europa.eu

➔ **"Invitation to Apply"**



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Menu Marine Pollution

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- CTG - MPPR
- EMPOLLEX
- Hazardous & Noxious Substances
- Network of Response Vessels
- Documents
- [2012 oil recovery vessels procedure](#)

Oil recovery vessels 2012: new procurement procedure

[EMSA/NEG/1/2012](#)

Invitation to Apply - EMSA/NEG/1/2012: Service contracts for Stand-by Oil Spill Recovery Vessel(s)



CONTRACT NOTICE: 2012/S 20-031452: Service contracts for standby oil spill recovery vessel(s)

As published the [31/01/2012 in the Supplement to the Official Journal of the European Union](#)

Deadline for submitting applications: **16 March 2012**

INVITATION TO APPLY & ENCLOSURES:

- [Invitation to Apply](#)
- [Enclosure 1: Application Specifications](#)
- [Checklist Invitation to Apply](#)

Information meetings open to any interested party will be organised in France, Spain and Italy.

Prior registration is not needed. Although it would be appreciated to receive an e-mail (NEG12012@emsa.europa.eu) indicating your participation in the meeting.

Country	City	Date/Time	Location	Agenda	Presentations
France	Bordeaux	07/02/2012	Direction interrégionale de la mer sud Atlantique	[download]	TBC

www.emsa.europa.eu

→ “Invitation to Apply”

Invitation to Apply

- Cover letter – Deadline & Sending Application to EMSA (hard original copy & electronic copy)

Enclosure 1: Application Specifications

- Application criteria – Main requirements

Check-List

- List of Documents to be submitted
- Review it before sending application

Preparing the Application

Point 5.1: Legal Form of Service Provider (company/consortium)

Individual Company

- Signed Cover Letter: Specify person heading project
- Signed document authorising person to submit application & sign contract (copy)

Grouping

- Signed Cover Letter: Specify person & company heading project
- Signed document authorising person & company to submit application & sign contract (copy)

Preparing the Application

Point 5.2: Legal Entity Form (1 per member of grouping)

- EACH company to complete "Legal Entity Form" (Original) available on EMSA website together with "Attachments" (Copies):
 - Official Registration Document (Official Gazette, Company Register, etc.)
 - VAT Registration Document (if not included in the above-mentioned document)

Preparing the Application

Point 5.3: Exclusion Criteria (per member of grouping) (a) – (f)

(a), (b) or (e) Extract from judicial record OR Equivalent doc by authority showing requirements satisfied

(d) Certificate from competent authority of State concerned OR If no certificate issued, Sworn/Solemn Statement before judicial authority or notary etc.

(c), (f) Checked by EMSA or requests for further information

OR

- **Declaration on Honour** available on the Procurement Section on the EMSA Website

→ Grouping: evaluation per individual company

Preparing the Application

Point 5.4: Economic and Financial Capacity (per member of grouping)

Information for **last 3 financial years** (closed accounts)

- Balance sheet
- Statement of Overall Turnover
- P&L account

→ Evaluated according to International Rating Practice

→ Grouping: criteria evaluated as a group, not individually

Preparing the Application

Point 5.5: Technical Criteria Company/Consortium (Copies)

- **Document of Compliance** (DoC) for International Safety Management (ISM) Code
 - Grouping: at least 1 member must have a valid DOC
 - Overview of company/consortium Port State Control record (**PSC inspections and detentions**) or annual Flag Surveys for last 3 years – 3 detentions will be ground for exclusion
 - Where applicable, additional list of relevant services for last 5 years
- ➔ Grouping: criteria evaluated as a group, not individually

Preparing the Application

Point 5.6: General Description: Proposed Arrangement

- **1st Proposal** indicating envisaged arrangement

Must indicate:

- Vessel or vessels: IMO number, main technical characteristics: Heating, pumping, storage capacity & speed
- Usual area of operation & economic activity
- Proposed location of any equipment stockpiles
- Initial mobilisation plan

Application Evaluation

Evaluation Result:

Application = "Acceptable" -> "Pre-selected Candidate"

"Not acceptable" -> "End of Participation"

Presenting an Application to EMSA

REVIEW CHECKLIST BEFORE SENDING!

- Two sealed envelopes (one inside the other)
- One submission per lot, i.e., different lot ➡ different envelope
- Submission of 1 original paper copy of the application + electronic copy to NEG12012@emsa.europa.eu
- Separation of documentation into **Parts A – E**
- Justification for non-inclusion of requested documentation
- Applications can be in any official language of the EU (preferably English)
- Point 5.6: General Description of Proposed Arrangement: Must include copy in English

Invitation to Apply: Cover Letter

Point 9: Request for Additional Information

- Email: **NEG12012@emsa.europa.eu**
- “Questions & Answers” published on EMSA website **but** not company name
- Deadline for submission of Questions latest 8th March 2012

Point 3: Application Deadline

✓ **16th March 2012**

Thank You

<http://www.emsa.europa.eu/2012-oil-recovery-vessels-procedure.html>