



# TCO Future Growth Project - Wellhead Pressure Management Project Construction Contractors' Forum

## Supplier Pre-qualification: Purpose and Process

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# Supplier Qualification Purpose and Intent

- 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 cost competitive 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.



# FGP-WPMP 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



# FGP-WPMP Supplier Prequalification 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 Supplier 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



## FGP-WPMP 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 including all required licenses
- 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



## FGP-WPMP Supplier Qualification Process:

### 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 completed 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 Contact

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