

**Kingdom of Saudi Arabia**

**Saudi Ports Authority (MAWANI)**

**Invitation for Pre-qualification of Potential Operators to Provide Marine Services in the  
Saudi Ports (Second Stage)**

**Date: 15/09/2020**

## **An Invitation for Prequalification of the Operators**

You are cordially invited by the Saudi Ports Authority to participate in the Operator Prequalification Programme in preparation for your invitation to submit your tender for the provision of marine services to some of the Saudi Ports in the framework of public competition.

If you are willing to take part in the Operator Prequalification Programme and the tender that will be launched at a later stage, kindly follow the steps, as mentioned hereinafter (Requirements) in Annex 3 of this Invitation.

Please read carefully this announcement and the annexes thereto and ensure that they are well-understood, subject to compliance with the final delivery date.

All or any default or failure to fulfil and hand over all requirements on or prior to the deadline shall be deemed a valid reason for not being qualified.

The Saudi Ports Authority shall be entitled to accept or reject any submissions, as it deems appropriate.

Deadline for inquires	Day: 11 October 2020 Hour: 11:59 PM	To be submitted through email address: <a href="mailto:pre-qualification@mawani.gov.sa">pre-qualification@mawani.gov.sa</a>
Deadline for downloading the prequalification document	Day: 18 October 2020 Hour: 11:59 PM	To be downloaded from the Authority's website: <a href="https://mawani.gov.sa/en-us/EServices/Biddings/Pages/default.aspx">https://mawani.gov.sa/en-us/EServices/Biddings/Pages/default.aspx</a>
Deadline for sending the prequalification folders	Day: 22 October 2020 Hour: 11:59 PM	To be submitted through the Authority's website or the email address: <a href="https://mawani.gov.sa/en-us/EServices/Biddings/Pages/default.aspx">https://mawani.gov.sa/en-us/EServices/Biddings/Pages/default.aspx</a> or <a href="mailto:pre-qualification@mawani.gov.sa">pre-qualification@mawani.gov.sa</a>

**Note:** Companies that have been pre-qualified for providing marine services in Saudi ports will be considered pre-qualified and don't need to submit a pre-qualification request unless otherwise announced.

### **Attached Annexes:**

Annex 1: Overview

Annex 2: Briefing on the Required Services

Annex 3: Requirements

Yours faithfully,

**Chairman of General Committee for Prequalification**

**Abdulaziz Salman Alothman**





## **Annex 1**

### **Overview**

Background on the Saudi Ports Authority

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## **Background on the Saudi Ports Authority**

### **Saudi Ports between History and Present**

The Saudi Ports Authority (formerly known as the General Ports Organization) was established in 1396 AH as a specialized working system for constructing and managing Saudi ports with high efficiency. Due to their various specializations, Saudi ports play an exceptional role in developing the regional and international maritime trade and the passenger transport, especially the pilgrims of the holy sites for *Hajj and Umrah*.

There are now nine ports in Saudi Arabia, including six commercial ports, two industrial ports and Ras Al Khair Port, which specializes in mining. The Authority ensures that all ports are eligible to support the national economy in its diversity and to face all changes and challenges with boldness and confidence, accompanied by the best methods and systems and the latest technologies necessary to receive all maritime means of transport regardless of their level of advancement.

### **The Support of the National Economy and the Impact on the International Markets**

The Saudi ports adopt a holistic view for the economic stability and sustainability in the domestic markets in light of understanding the importance and decisive role of the sector they represent in supporting the economic growth in various fields. Therefore, Saudi Ports have acquired paramount importance for being the main pillars upon which the government depends to achieve its successive development plans since they are the main contributors in the commercial and industrial exchange between KSA and the countries worldwide.

Adding to the Kingdom's strategic geographical location, Saudi ports are distinguished at an international level for their simulations of development and growth in all economic sectors. This is reflected in their reception of the largest share of exports and imports around the world.

### **The Government Role in the Development and Allocation Process**

Our wise leadership realized the close connection between the development projects in the Kingdom and the ports sector, for it being one of the most feasible economic gateways. Considering the huge financial and human investments required to construct and equip the ports, and in view of the developments in the global maritime transport standards and the increase in containers and ships spaces requiring advanced technologies and specialized equipment, the government has allocated large budgets for the establishment and development of the Saudi ports whether on the Red Sea coast or the Arabian Gulf. The year of 1417 AH represented a turning point in which our rational government's vision and endless support for the national development projects was evident, as it decided to select the port sector as the first sector whose services would be allocated in KSA. Such approach was accompanied by an exceptional role of the private sector which invested huge sums in developing, upgrading,

managing and operating the Saudi ports, following modern methods. When examining the effects of this decision, we are now reaping the fruits of this historic step, which has contributed to turning our ports into independent economic entities that support the national economy in an efficient and integrated manner, and that take steady paces towards larger goals and more comprehensive development.

## **Vision**

Creating a competitive, efficient and responsive port system, which enhances the economic growth of the Kingdom of Saudi Arabia and keeps abreast with the global developments.

## **Mission**

The Saudi Ports Authority is to become the main player linking the national economy to the global market by providing productive, safe and environmentally friendly facilities, and by developing a skilled and motivated national workforce capable of taking responsibility for performance and achieving financial sustainability.

## **Objectives:**

- Establishing and managing a safe and effective organization based on an open and inclusive culture, that aims to enhance the team spirit and provide an opportunity for Saudi ports to contribute to the competitiveness.
- Strengthening the competitiveness of the port sector and including the port customers in the development of the strategic system of Saudi ports.
- Promoting innovative solutions to facilitate the operational efficiency.
- Distinguishing the Saudi Ports Authority as a pioneer in environmental services and in response mechanisms, since it activates practices that reduce or erase the effects and impacts of port operations on the environment and the health risks caused to the society.
- Ensuring a safe environment for individuals, properties and goods and addressing impacts on the communities surrounding the Saudi ports.

## Annex 2

### Briefing on the Required Services

Contract title	7
Targeted date of contract commencement	7
Contract Duration	7
Location	7
General description of the required services	7
Detailed description of the required services (if any)	7

1. **Contract title:** Provision of marine services in a number of ports affiliated with the Saudi Ports Authority
2. **Targeted Date of contract commencement:** The initial starting date of the contracts is in January 2022
3. **Duration of Contract:** 10-15 years
4. **Location:** Number of the ports affiliated to the Saudi Ports Authority on the Red Sea coast
5. **General description of the required services:** The operator will provide basic marine services and high quality additional marine services to support the maritime sector
6. **Detailed description of the required services:**
  - **BASIC MARINE SERVICES:**
    - Anchorage
    - Pilot transfer
    - Towage and tug assistance
    - Berthing/ unberthing operations
    - Mooring operations
  - **ADDITIONAL MARINE SERVICES:**
    - Diving operations
    - Firefighting
    - Waste collection and disposal services
    - Pollution control
    - Paint and sand works
    - Rescue operations
    - Marine glide operation and maintenance
    - Special towing operations
    - Moving vessels to repair and maintenance quays
    - Moving required personnel and supplies
  - Other marine services included in the marine services tariffs



## Annex 3

### Requirements

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## **General Requirements**

The applicant for the marine services contract must have full capacity to act and cannot be involved in incompatibility causes, at least the following:

1. Must not have any default in payments on any current or past agreements with MAWANI.
2. Must not have any open lawsuit / litigation on any current or past agreements with MAWANI.

## **Technical and Financial Requirements**

### **Technical Requirements**

The experience and technical solvency of the applicant companies will be assessed based on the basis of their experience, technical knowledge and quality, which will be verified by the fulfilment of the following requirements:

1. To have at least ten (10) years of continuous experience in marine services prior to the date of submission of this document.
2. To have provided marine services with an annual volume of freight traffic exceeding 25 million tonnes for over the period of the last three years.
3. To have operated a fleet of at least 8 tug boats in the last three years.

Additionally, the operator must fulfil two of the following requirements:

1. At least one (1) of the contracts managed by the applicant company need to have focus on the cooperation with publicly owned ports or governmental related entities.
2. To have previous experience in the Middle East and Africa region providing marine services or experience in the provision of marine services in 3 different countries.
3. To have a valid International Safety Management Certification and a valid certified Quality System.

In the event a proposal is submitted by a joint venture/consortium the foregoing prerequisites will be considered satisfied if the joint venture/ consortium itself meets the requirements.

### **Financial Requirements**

The applicant for the marine services contract shall be obliged to comply with two of the following requirements (being (1) mandatory):

1. The company is required to have an annual revenue of more than 30 Mn SAR over the period of the last three years.
2. The company is required to have generated positive net profits in at least one of the previous three past years.
3. The company is required to have a Debt-to-Equity ratio lower than 2.

## **Required Documents**

1. Legal documents: (in the event that any of documents (1.2-1.6) is not available, it can be provided later when the bids are submitted)
  - 1.1. Valid commercial registration certificate or registration application from the Ministry of Investment (MISA)
  - 1.2. Valid zakat certificate
  - 1.3. Valid certificate from the General Organization for Social Insurance
  - 1.4. Valid certificate of commercial chamber subscription
  - 1.5. Valid investment license, if the bidder is licensed according to the Foreign Investment Law
  - 1.6. A valid certificate for achieving the regular Saudization percentage (Saudization certificate/ Nitaqat)
  
2. Technical and administrative capabilities:
  - 2.1. Information about the contractor in the form attached
  - 2.2. The experience of the technical and administrative staff of the contractor in the form attached. It is to include:
    - 2.2.1. The organizational structure
    - 2.2.2. The staff number
    - 2.2.3. The number of the branches and offices of the contractor
    - 2.2.4. The authorized suppliers, etc.
  - 2.3. The number of the years of experience in the field of the prequalification requested
  - 2.4. The number of the projects achieved within the last three years in the field of the prequalification requested
  - 2.5. Total project value during the last three years in the field of the prequalification requested
  - 2.6. Annual operated volume and revenue and number of tug boats managed at least during the last three years, according to the attached form
  - 2.7. The results of the performance assessments of the previous projects with the government authorities in the field of the prequalification requested
  - 2.8. The number of the existing projects
  - 2.9. The value of the existing projects
  - 2.10. The standards for environment, health and safety protection (along with the supporting documents)
  - 2.11. Staff number

2.12. Saudi staff number

3. Financial capabilities (for the last financial year)

3.1. Cash and cash equivalents

3.2. Accounts receivable

3.3. Current liabilities

All required documents should be affixed with the stamp of the contractor and should be numbered, as set out in Annex 3 (Handover Instructions)

## Attached Forms

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Experience- Existing Projects	16
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### Contractor's Information Form

1.1. Contractor			
Contractor's Name (company/ firm):		Capital	
Commercial Register No:		Date:	
Contact Person:		Position:	
1.2. Address			
City:		Street:	
PO Box:		Postal Code:	
Tel:		Fax:	
Email:		Website:	
Year of Incorporation:			
1.3. Ownership			
Owners/Partners	Nationality	Ownership %	
1.4. Information of the Representative			
Name:			
Designation:			
Tel:	Landline:	Mobile:	
Email:			

**Annual operations and revenues Form**

<b>Year</b>	<b>Ports / locations operated</b>	<b>Annual operated volume (Mn Tonnes)</b>	<b>Tug boats operated</b>	<b>Annual Revenue (SAR)</b>	<b>Annual Net profit (SAR)</b>	<b>D/E ratio</b>
<b>2019</b>						
<b>2018</b>						
<b>2017</b>						
<b>2016 (Optional)</b>						
<b>2015 (Optional)</b>						

### Experience – Previous Projects Form

1.1. Nature of the Contractor's Business in Detail		
1.2. Give details of at least 3 projects implemented by the contractor within the last three years, as per the table below		
<b>No</b>	<b>Description</b>	<b>The First Project</b>
1	Name:	
2	Location:	
3	Components:	
4	Owner:	
5	Contract Value:	
6	Contract Duration:	
7	Commencement Date:	
8	Expiration Date:	
9	Person in Charge:	
10	Contact Numbers of the Person in Charge:	
11	Email of the Person in Charge	
<b>No</b>	<b>Description</b>	<b>The Second Project</b>
1	Name:	
2	Location:	
3	Components:	
4	Owner:	
5	Contract Value:	
6	Contract Duration:	
7	Commencement Date:	
8	Expiration Date:	
9	Person in Charge:	
10	Contact Numbers of the Person in Charge:	
11	Email of the Person in Charge	
<b>No</b>	<b>Description</b>	<b>The Third Project</b>
1	Name:	
2	Location:	
3	Components:	
4	Owner:	
5	Contract Value:	
6	Contract Duration:	
7	Commencement Date:	
8	Expiration Date:	
9	Person in Charge:	
10	Contact Numbers of the Person in Charge:	
11	Email of the Person in Charge	

*Note: The supporting documents of these projects should be attached*



### Experience – Existing Project Form

1.1. Nature of the Contractor's Business in Detail		
1.2. Give details of at least 3 existing projects being implemented by the contractor, as per the table below		
<b>No</b>	<b>Description</b>	<b>The First Project</b>
1	Name:	
2	Location:	
3	Components:	
4	Owner:	
5	Contract Value:	
6	Contract Duration:	
7	Commencement Date:	
8	Expiration Date:	
9	Person in Charge:	
10	Contact Numbers of the Person in Charge:	
11	Email of the Person in Charge	
<b>No</b>	<b>Description</b>	<b>The Second Project</b>
1	Name:	
2	Location:	
3	Components:	
4	Owner:	
5	Contract Value:	
6	Contract Duration:	
7	Commencement Date:	
8	Expiration Date:	
9	Person in Charge:	
10	Contact Numbers of the Person in Charge:	
11	Email of the Person in Charge:	
<b>No</b>	<b>Description</b>	<b>The Third Project</b>
1	Name:	
2	Location:	
3	Components:	
4	Owner:	
5	Contract Value:	
6	Contract Duration:	
7	Commencement Date:	
8	Expiration Date:	
9	Person in Charge:	
10	Contact Numbers of the Person in Charge:	
11	Email of the Person in Charge:	

*Note: The supporting documents of these projects should be attached*

### Experience – Administrative Staff Form

3.2 Explain the experience of the contractor’s administrative staff as per the table below:

No	Name	Job	Major/ Experience Field	Years of Experience

*Note: CV can be demanded, if need*

### Experience – Technical Staff Form

3.2. Explain the experience of the contractor’s technical staff as per the table below:

No	Name	Job	Major/ Experience Field	Years of Experience

*Note: CV can be demanded, if need*

### Establishment Resources Form

Equipment owned or rented by the contractor				
Name	Year of Manufacture	Operational Status	License Certificate Number	Expiry Date

## **Handover Instructions:**

Please read and follow the instructions below. The breach of any of the following instructions shall be deemed a valid reason for being disqualified.

The requirements shall be fulfilled and handed over no later than **22 October 2020 at 11:59 PM.**

1. In the event of being late beyond the date of handing over, the attachments shall not be considered and the contractor shall be deemed not qualified.
2. All required documents must be handed over online through the Authority's website or the email address  
<https://mawani.gov.sa/en-us/EServices/Biddings/Pages/default.aspx>  
or  
[pre-qualification@mawani.gov.sa](mailto:pre-qualification@mawani.gov.sa) .
3. All attached forms must be completed electronically in Arabic ( نموذج تأهيل عام – المرحلة الثانية – نموذج التعبئة ) **or** English (General Invitation for the Prequalification – Second Stage – Fill in Form).
4. In case both Arabic and English forms were submitted, Mawani will depend on the Arabic forms.
5. The photocopies of the supporting documents shall be affixed with the stamp of the contract to ensure accurate information.
6. Any default or failure in providing the required information, attaching the supporting documents or completing all required details shall be deemed a reason for being disqualified.
7. In the event that the forms are not filled with the correct information, it shall lead to disqualification.
8. If there are any inquiries, they shall be sent to the email address [pre-qualification@mawani.gov.sa](mailto:pre-qualification@mawani.gov.sa), provided that they shall include the bidding number from the Authority's website, no later than **11 October 2020**, and the responses to these inquiries are to be provided, no later than **17 October 2020**.
9. The results shall be announced by official letters or on the website of the Authority through the following link: <https://mawani.gov.sa/en-us/eservices/biddings/pages/default.aspx>.
10. The disqualified contractors shall be notified of the reasons for excluding them no later than a week as of the date of announcing the results.