



REQUEST FOR PROPOSAL (RFP)
**Operate and maintain 2 ships to transport
passengers between Jazan Port and
Farasan Island project**

Doc. Ref No.: JAD -PMO- 001

Rev. Date:
15 July 2024

Rev. No.:
0



**JADWALEAN INTERNATIONAL
OPERATIONS AND MANAGEMENT
COMPANY**

REQUEST FOR PROPOSAL (RFP)



REQUEST FOR PROPOSAL (RFP)
Operate and maintain 2 ships to transport
passengers between Jazan Port and
Farasan Island project

Doc. Ref No.: JAD -PMO- 001

Rev. Date:
15 July 2024

Rev. No.:
0

Contents

| | |
|---|----|
| 1. Cover Letter..... | 3 |
| 2. Scope of Work..... | 4 |
| 3. General Requirement..... | 5 |
| 4. Contract Terms and Conditions..... | 5 |
| 5. Timeline..... | 6 |
| 6. Site Visit Instructions (If Required)..... | 6 |
| 7. Submission Instruction..... | 6 |
| 8. Bidding Instruction..... | 6 |
| 9. Communication..... | 6 |
| 10. Proposal Elements..... | 7 |
| 11. Proposal Volumes..... | 8 |
| 12. Code of Conduct..... | 11 |
| 13. Export Control..... | 12 |
| 14. Security..... | 12 |
| 15. Definition and Terms..... | 12 |
| 16. List of ANNEX..... | 13 |



REQUEST FOR PROPOSAL (RFP)
Operate and maintain 2 ships to transport passengers between Jazan Port and Farasan Island project

Doc. Ref No.: JAD -PMO- 001

Rev. Date:
15 July 2024

Rev. No.:
0

From:

Jadwalean International Operations & Management Co
Headquarter: Riyadh
P.O. Box 105247
Riyadh, 11646 KSA

Letter Ref: JAD -PMO- 001

Subject: Request for Proposal Related to the Operate and maintain 2 ships to transport passengers between Jazan Port and Farasan Island project.

Dear Sir,

As defined in this Request for Proposal (RFP) package, Jadwalean invites you to bid for the Operate and maintain 2 ships to transport passengers between Jazan Port and Farasan Island project.

To ensure successful progress, we kindly ask you to strictly comply with the timeline as reflected in this solicitation. Again, thank you for your interest in supporting our project.

Best Regards

Rawan K. Alharbi
Business development Specialist



REQUEST FOR PROPOSAL (RFP)
Operate and maintain 2 ships to transport
passengers between Jazan Port and
Farasan Island project

Doc. Ref No.: JAD -PMO- 001

Rev. Date:
15 July 2024

Rev. No.:
0

2. Scope of Work

Scope of work includes the following:

Operation of the ships Jazan and Farasan between Jazan Port and Farasan Port according to the scheduled number of voyages, and provision of alternatives in case of any cessation of operation for any reason, in accordance with specified terms and duration.

Maintenance of ships Jazan and Farasan, ensuring their seaworthiness throughout the contract period, meeting all safety, navigation, environmental protection, safe immunization, ship qualification requirements, and obtaining necessary certifications for their navigation according to relevant international agreements and Kingdom's regulations.

Provision of sailors, workers, materials, equipment, and necessary preparations to execute the contract.

The work stages are as follows:

First: Operation of the ships Jazan and Farasan between Jazan Port and Farasan Port:

Implementation of activities commences from the date of signing the commencement of work protocol.

The second party commits to operating both ships comprehensively and completing the required voyages as specified in this specification.

Second: Maintenance of ships Jazan and Farasan:

Implementation of activities commences from the date of signing the commencement of work protocol.

The second party commits to maintaining both ships and ensuring their seaworthiness throughout the contract period.

Further details on operation and maintenance can be found in the attached file ("ANNEX A").

| No. | Item | Item Description | Unit of Measure | Quantity |
|-----|--------------------------------------|---|-----------------|----------|
| 1 | Voyage | Round trip | Round trip | 4350 |
| 2 | Annual dry-docking maintenance | - | Maintenance | 10 |
| 3 | Periodic overhaul of ship engines | Periodic overhaul of ship engines (Main Engine Overhaul) | Maintenance | 8 |
| 4 | Periodic overhaul of ship generators | Periodic overhaul of ship generators (Generator Overhaul) | Maintenance | 8 |
| 5 | Ship fuel | 24,480,000 liters for 60 months | Liter | 24480000 |



REQUEST FOR PROPOSAL (RFP)
Operate and maintain 2 ships to transport passengers between Jazan Port and Farasan Island project

Doc. Ref No.: JAD -PMO- 001

Rev. Date:
15 July 2024

Rev. No.:
0

3. General Requirement

Jadwalean reserves the right to alter the Scope of Work during this RFP in order to integrate any specific requirements of Jadwalean.

Neither Jadwalean Request for Quotation, nor the submission of the Bid, shall in any way commit Jadwalean to entering into a contract with the Bidder, or involve Jadwalean in any financial commitments. Jadwalean will not, under any circumstances, refund the Bidder for any costs associated with making, submitting, and following up on their Bid.

Jadwalean reserves the right to reject any or all bids received without any compensation to the rejected Bidder(s).

This RFP is constituted of draft specifications, until finalized with a contract to the awardee.

An acknowledgment of this RFP will be addressed to the Jadwalean point of contact identified no later than one working day after the receipt of this RFP.

The Bidder's acknowledgment shall identify their point of contact for the proposed solution. Please provide the attendee's name, title, e-mail, and phone number.

Jadwalean will be the prime contractor for the overall project. By its reply, the Bidder commits to the following:

The acceptance of Jadwalean RFP Instructions, deadlines, and Code of Conduct. More generally, the Proposal will commit the Bidder to follow all the project phases.

4. Contract Terms and Conditions.

Jadwalean contractual terms and conditions shall constitute an integral part of this RFP unless otherwise agreed in writing.



REQUEST FOR PROPOSAL (RFP)
Operate and maintain 2 ships to transport passengers between Jazan Port and Farasan Island project

Doc. Ref No.: JAD -PMO- 001

Rev. Date:
15 July 2024

Rev. No.:
0

5. Timeline

To ensure timely progress, we kindly ask you to comply with the following schedule:

| | |
|--|------------|
| Confirm the receipt of this RFP and your participation to the bid: | 25/07/2024 |
| Site Survey will be conducted before: (If required) | 01/08/2024 |
| End of clarification period, all questions must be submitted before: | 21/08/2024 |
| Jadwalean answers provided to questions: | 26/07/2024 |
| Submit a Technical Proposal with product datasheets and a commercial Price Proposal in separate proposal volumes by: | 01/09/2024 |
| Anticipated award date: | 01/10/2024 |

The Proposal must reach Jadwalean, no later than:

01/09/2024

6. Site Visit Instructions (If Required)

One site visit is scheduled for inspection of the building layout. Interested Bidders are highly encouraged to attend the site visit. Bidders are asked to limit the number of technical attendees to only participants necessary for assessing the work site and requirements. Jadwalean reserves the right to limit the number of attendees per bidder or divide attendees into rotating groups.

7. Submission Instruction

The Proposal, its appendixes, and any supporting documents submitted by the Bidder will be in English language and will strictly follow the format described in the Bidding Instructions. Bidder should inform Jadwalean of any ambiguity or discrepancy identified in this RFP before submitting the Proposal. Any formal request from the Bidder to alter the Requirements of this RFP must be included and clearly stated in the Proposal. Both technical and commercial price proposals will be submitted to the business department, contact information is available in section 10.0, Communications.

8. Bidding Instruction

Bidders shall provide one (1) electronic copy in a Microsoft format, unless otherwise required by the technical requester. The proposal shall be submitted in the format instructed below, and it will be developed in two volumes.

9. Communication

The Bidder is cautioned not to qualify his Bids with assumptions. All explanations desired by the Bidder concerning this RFP should be submitted only to the designated point of contact in the Communication section. Jadwalean will accept written questions/requests for clarifications to the RFP and scope of work within the timeframes stated in this RFP. The questions shall refer to the relevant part of the RFP and be e-mailed. Jadwalean will review all questions and issue written answers simultaneously to all the Bidders as soon as possible, with a copy of the original text of the question enclosed, not revealing the originator of the question.



REQUEST FOR PROPOSAL (RFP)
Operate and maintain 2 ships to transport passengers between Jazan Port and Farasan Island project

Doc. Ref No.: JAD -PMO- 001

Rev. Date:
15 July 2024

Rev. No.:
0

Outside the possible requests for clarification during the Clarification Period, no information will be provided to the Bidders regarding the evaluation and negotiations. Any overt or covert attempts to elicit information regarding the assessment from Jadwalean or anybody connected to Jadwalean during the evaluation may disqualify the Bidder from further evaluation.

If a Bidder withdraws from bidding or negotiations, Jadwalean shall be notified in writing, and all documents received from Jadwalean related to this RFP shall be returned to Jadwalean.

Any correspondence and communication that the Bidder wishes to have regarding this RFP should be made with the point of contact indicated below:

| | |
|-------------------------------------|---|
| Business development Representative | Full Name: Rawan K. Alharbi Job title: Business development Specialist Phone #053 240 2247 Email Address: rawan@jadwalean.com |
| Procurement Representative | Full Name: Sabah Mohammed Job title: Procurement Specialist Phone #059 283 9675 Email Address: sabah@jadwalean.com |

10. Proposal Elements

The Bidder's Proposal shall contain the following elements:

1. Company profile duly completed.
2. A technical Proposal.
3. Completed technical compliance matrix to the attached specifications. (if necessary)
4. A Commercial Price Proposal submitted as a separate document from the Technical Proposal.
5. Please propose any additional services, works or technology which can be identified as an added value to this project – this offer should be proposed as optional and subject to this RFP instruction and to Jadwalean approval

Quotations shall conform to the following:

1. Timely (no late submittals are allowed).
2. Submitted according to the Instructions below.
3. A4 size, portrait layout.
4. Minimum one-inch for all margins - top, bottom, left, right
5. 11-point "Arial" or "Times New Roman" font.
6. Microsoft Office Word (2007 or later), unless otherwise required by the technical requester.
7. Tables or illustrations shall be at least 9-point font (portrait or landscape).
8. All pages shall be numbered.
9. All documents shall be legible.



REQUEST FOR PROPOSAL (RFP)
Operate and maintain 2 ships to transport passengers between Jazan Port and Farasan Island project

Doc. Ref No.: JAD -PMO- 001

Rev. Date:
15 July 2024

Rev. No.:
0

11. Proposal Volumes

The Bidder is invited to offer a competitive commercial solution that minimizes completion costs, i.e., excluding non-recurring expenses wherever possible, and demonstrates that the solution offered by the Bidder fully satisfies all requirements of this RFP. The Bidder shall underline and fully explain potential variations with the requirements, if any.

The Bidder shall submit the following:

1. **Volume I** - Technical Proposal: One (1) electronic copy
2. **Volume II** - Price Proposal: One (1) electronic copy

Scope of Work of the solution proposed

Volume I: The Technical Proposal delineates the bidder's capabilities and how they intend to perform contract requirements. Bidders shall provide a detailed narrative describing its technical approach for the project including methodology, project management approach, schedule and logistical considerations. Describe how the management and coordination of employee and subcontractor efforts will be accomplished. Additionally, demonstrate technical capability and experience related to the subject requirement, to include experience with similar projects.

The offeror shall not include pricing information in Technical Proposal Volume I.

The Proposal should address:

1. All technical characteristics with sufficient details to allow GDCME to assess the feasibility, the level of risk and the reliability of the technical solution offered.
2. The justifications for the main technical choices.

Product Performances

The following characteristics shall be described in detail (if required):

1. Functions of the Product,
2. Technical performances of the Product,
3. Scope and extent of work to be performed when meeting the requirements,
4. Specific requirements for the Product operation,
5. Specific requirements for the Product maintenance and support
6. Evolution capability of the Product.

Integration Technical Assistance

The Bidder shall describe the assistance they will supply for the integration of the proposed product/services on the overall project. This assistance will be quoted in this Proposal.

Project Management and Quality (If Required)

The Bidder shall submit a Proposal in accordance with the requirements defined in the attached Scope of Work. In particular, provide:

1. compliance matrixes to these requirements,
2. a preliminary management plan including the Work Breakdown Structure, the master schedule, lead-time requirements for product delivery, and the risks.



REQUEST FOR PROPOSAL (RFP)
Operate and maintain 2 ships to transport passengers between Jazan Port and Farasan Island project

Doc. Ref No.: JAD -PMO- 001

Rev. Date:
15 July 2024

Rev. No.:
0

Security Requirements (If Required)

The Bidder shall provide a document in response to any Security requirements related to the performance of the product/services described in the Scope of Work (ANNEX A).

Experience

The Bidder shall state its experience on previous projects in the same area of activity indicating the nature of the work performed, their duration and the names of the Customers that GDCME could contact for References.

The Bidder shall also state available and emerging technologies that could be used for the benefit of the Project.

Volume II: The Price Proposal must be based on the bidder's own Technical Proposal, the Jadwalean specifications, and other contractual requirements. If the prices to be used are based on a published price list or catalog, the Bidder shall state so, and provide a copy of the document with its price Proposal. If the prices are to be based on established market prices, not otherwise published, or are prices applicable only to the proposed contract, the Bidder shall so state.

Jadwalean expects that this contract will be awarded based upon adequate price competition. However, to determine offered prices are fair and reasonable, Jadwalean reserves the right to request the Bidder to provide a detailed cost breakdown supporting proposed prices. Information to support unit prices should include, but not be limited to, the following:

1. Salary/wage information with associated payroll expenses, for personnel to be used in performance of the contract;
2. Cost for equipment, supplies, and consumable materials;
3. A breakout of related support costs, such as equipment maintenance, rental, transportation, etc.;
4. Overhead costs;
5. General Administrative expenses; and
6. Profit

Commercial Price Proposal

Bidders shall provide a Pricing Worksheet or other Excel spreadsheet reflecting all proposed prices for the proposed solution. The worksheet **shall not** be read only or password protected. All formulas, lookup tables, and links shall be intact, and no links shall exist to files not included with the submission.

The Bidder's Price Proposal shall be submitted in Saudi Riyals (SAR), including VAT, containing the following information

Administrative Information

The bidder's Price Proposal shall include:

1. Full name (English & Arabic),
2. Legal form



REQUEST FOR PROPOSAL (RFP)
Operate and maintain 2 ships to transport passengers between Jazan Port and Farasan Island project

Doc. Ref No.: JAD -PMO- 001

Rev. Date:
15 July 2024

Rev. No.:
0

3. Corporate overview and organization chart/structure
4. Copy of Chamber of Commerce and Industry Certificate
5. Copy of Labor Certificate (IF APPLICABLE)
6. Copy of GAZT Certificate (IF APPLICABLE)
7. Reference projects
8. Reference clients in KSA (IF APPLICABLE)
9. Availability of local support office in KSA (IF APPLICABLE)
10. Number of years of experience in similar implementation
11. Authorized signatory details
12. Bank financial statement(s) for the last 3 years and Bank introduction letter (IF APPLICABLE)
13. Copy of Vendor Registration Certificate (IF APPLICABLE)

Breakdown Price Structure

The Bidder shall quote the items according to the below price breakdown structure, taking into account the technical, Scope of Work, support and maintenance, Quality requirements defined in this RFP:

1. The management cost,
 2. The non-recurring cost, if needed to adapt/develop the product/service,
 3. If applicable: The realization cost of the deliverables required for the development of the system demonstrator.
- Acquisition cost: **(If Required)**
 1. Conception and realization cost,
 2. Industrialization cost for serial production (only if applicable)
 - Operational cost: **(If Required)**
 1. In service cost
 2. Support cost in accordance with the SOW requirements
 3. Maintenance cost in accordance with the SOW requirements
 4. Retirement cost.

In the breakdown structure the Bidder will indicate the following elements:

1. Hourly rate and number of hours of labor,
2. Specific investment for the project
3. General & Administrative costs.

Cost Drivers

The Bidder shall identify within their proposed technical and pricing solution any portion of the scope of work issues that significantly affects the price of the project. Consequently, the Bidder shall state any possible price reductions by indicating amount and/or percentage.

Proposal Validity

The Bidder should carefully respond to Jadwalean requirements defined in this RFP to bring the necessary elements for an in-depth discussion between Jadwalean and the Bidder during



REQUEST FOR PROPOSAL (RFP)
Operate and maintain 2 ships to transport passengers between Jazan Port and Farasan Island project

Doc. Ref No.: JAD -PMO- 001

Rev. Date:
15 July 2024

Rev. No.:
0

the proposal period. If Jadwalean selects the Bidder for this Project, the answer to this RFP will form the preliminary and mandatory basis by which the contractual agreement is to be established.

The Bidder will submit a proposal with a minimum validity of 1-month months from the submittal date. An extension of validity for this Proposal could be requested by Jadwalean.

12. Code of Conduct

Jadwalean corporate responsibility is key to its long-term success. Jadwalean is committed to promoting its core values in respect of human rights, labor, environmental and anti- corruption practices, both within its organization and the areas the organization impacts.

Jadwalean requires the highest standards of responsibility throughout its supply base. Therefore, Jadwalean requests that suppliers commit to our Code of Conduct and cascade these principles through their own supply chain.

Organizational Governance

Jadwalean suppliers shall ensure and maintain effective governance based on incorporating principles and practices of accountability, transparency, ethical behavior, respect for stakeholder interests and respect for the rule of law into decision making and the implementation of those decisions.

Fair Operating Practices

Jadwalean Suppliers conduct business responsibly and comply with all applicable laws and regulations in every country in which they do business.

Fair Competition

Jadwalean suppliers shall adhere to existing Saudi Arabian laws that regulate competition, in particular to anti-trust laws. Jadwalean suppliers must neither propose nor enter into:

1. Any form of agreement constituting a non-competition agreement with a competitor.
2. An agreement with a competitor regarding any aspect of the competition for sales or supply.
3. An agreement with Suppliers restricting the price or terms at which the customer or Jadwalean may resell or lease any product or service to a third party.



REQUEST FOR PROPOSAL (RFP)
Operate and maintain 2 ships to transport passengers between Jazan Port and Farasan Island project

Doc. Ref No.: JAD -PMO- 001

Rev. Date:
15 July 2024

Rev. No.:
0

13. Export Control

Jadwalean suppliers shall ensure compliance with applicable import and export regulations that may limit business with certain countries, corporations, or persons. Jadwalean suppliers shall provide truthful and accurate information and obtain export licenses where necessary.

14. Security

Jadwalean suppliers shall exercise care and diligence to ensure that all legal and regulatory requirements are met and that key assets, whether tangible or intangible, are protected. All information needs to be managed and hosted with the appropriate level of security Respect of property rights.

Jadwalean Suppliers shall promote the respect of both physical and intellectual property rights. They do not infringe the intellectual property rights of third parties, such as patents, trade secrets, trademarks, copyrights, and other proprietary information.

Prior to contract award, the service provider must sign a Non-Disclosure Agreement protecting all Jadwalean information the service provider may be exposed to during the term of support.

15. Definition and Terms

| | |
|-----------|---|
| Jadwalean | Jadwalean International Operations & Management Company |
| RFP | Request for proposal |
| SOW | Statement of work |



REQUEST FOR PROPOSAL (RFP)
Operate and maintain 2 ships to transport
passengers between Jazan Port and
Farasan Island project

Doc. Ref No.: JAD -PMO- 001

Rev. Date:
15 July 2024

Rev. No.:
0

12. List of ANNEX

ANNEX A: Statement of Work SOW