TENDER SPECIFICATION

Title: Shock/Motion Compensated Workboat Crane

Reference No: KML-10-249

Tender for the supply of technical and programme management support provision for innovative research project. This Project is part-financed by ERDF. Ref MARINEi035

European Union
European Regional Development Fund

Provision of Technical Support and equipment for shock / motion compensating Crane Installation on 25m Workboat

Date: 27th February 2019

Keynvor MorLift Ltd
Iron Yard
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Appledore
Devon
EX39 1LU

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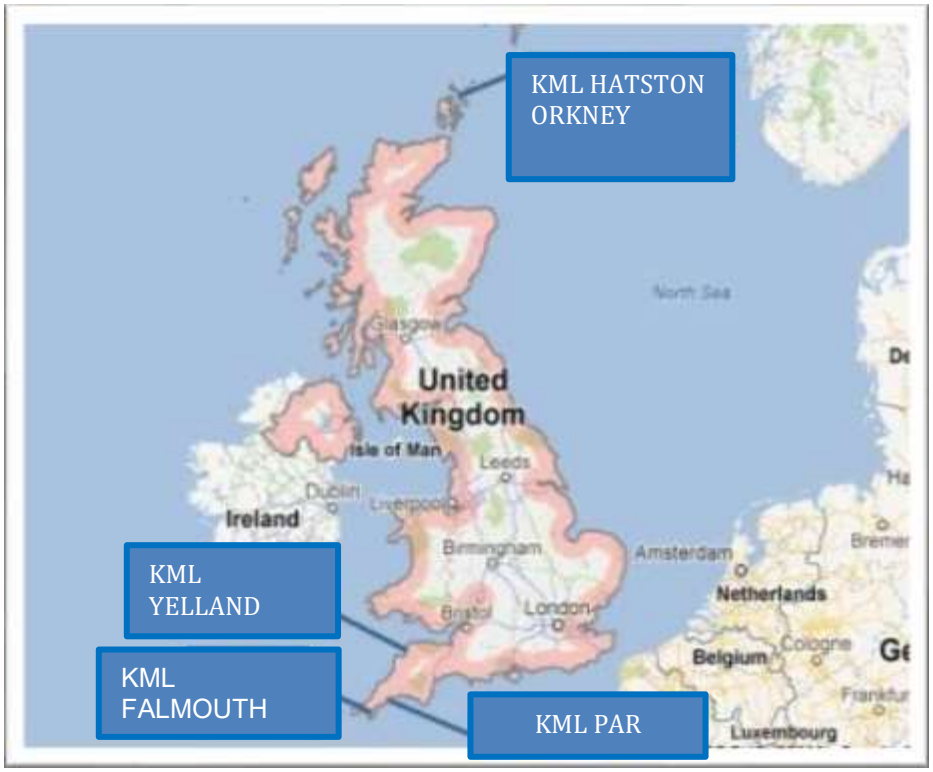
1. INTRODUCTION

Keynvor MorLift Ltd is a UK-based marine contracting and consulting firm. We are specialists in shoreline, coastal and offshore marine operations, with a wealth of experience ranging from marine renewable energy construction projects to project cargo, marine civil engineering, subsea operations and salvage operations.

We operate our own fleet of vessels with highly skilled and experienced crews and have a suite of marine and land based plant and heavy mooring equipment for hire.



KML operational bases around the UK

With exceptional staff and a range of marine and land-based assets, we offer a flexible approach to project execution and pride ourselves on our ability to deliver on time and within budget. We are able to mobilise quickly and provide our client with a high quality service. Our senior management are distinguished by energy, practicability and a 'can do' approach, where safety and efficiency are paramount.

2. TENDER SPECIFICATION

2.1 Description of Requirement/s

The aim of the project is to research, develop and test shock and motion compensation on a workboat crane, to optimise the crane's ability to carry out both subsea and surface operations across a range of sea conditions. KML is looking for a suitably experienced contractor with knowledge of workboat cranes to provide equipment and technical expertise to the project.

Workboats are increasingly used in more demanding metocean conditions and further offshore, including by KML. Smaller vessels provide value for money and a high performance-cost ratio in comparison with the larger costlier vessels. It is part of KML's unique selling point to deliver 'offshore' quality, safety and scope services at 'workboat 'prices, which is very attractive to many customers in a variety of sectors from renewables through nuclear to civil engineering. Meanwhile the regulator (the Marine and Coastguard Agency, MCA) is bringing increasing scrutiny to bear on safe workboat crane operations. Many workboat cranes were originally derived from lorry-loading land-based designs and can suffer badly from the extra stresses imposed by marine operations. KML have an urgent requirement to optimise hydraulic knuckleboom crane technologies for use throughout its workboat and small ship fleet. It is proposed to use a designated KML multicat as the principal platform vessel during trials, with the goal of increasing the operating window on the basis of successful trials.

The successful bidder will be expected to design, supply and install the shock and motion compensation crane kit, including the crane and provide technical support throughout the development of the project.

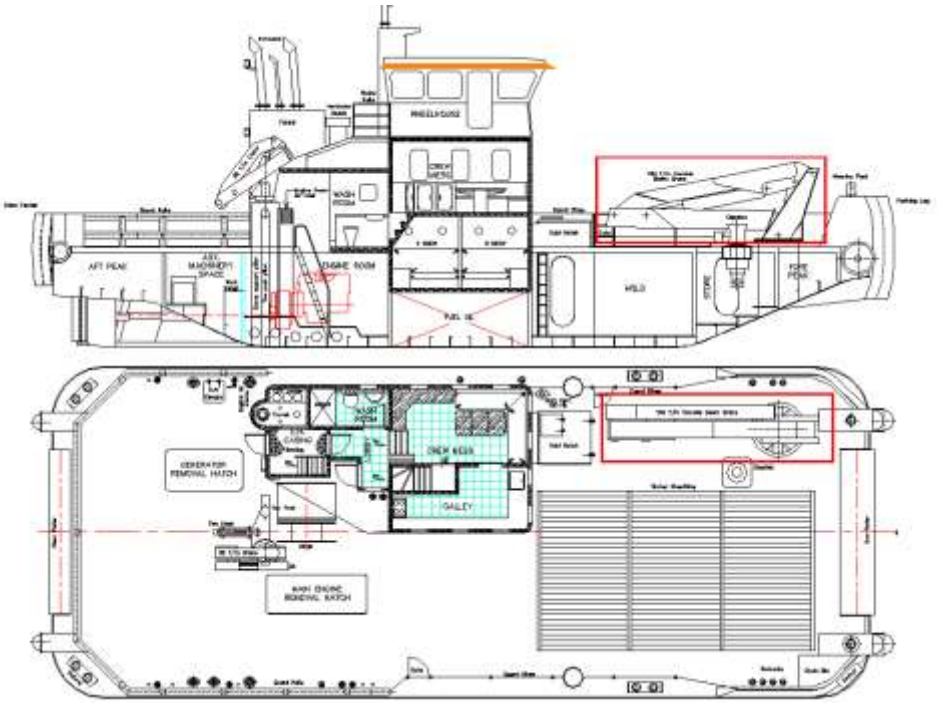


Fig 1 – Designated Multicat platform General Arrangement – indicating position of crane

The main expected components of the system are: Crane, Winch, shock and motion system and the Structure to mount the crane onto the vessel. Below are the key or desirable specification points for each item – for further information, please refer to technical Pack:

Crane Requirements:

- ~100 to 120tm Capacity
- ~20m max lift radius
- Compact stowage – target 12msq – i.e. 6m x 2m or 3m x 4m area
- Dedicated HPU suitable for motion compensation via hydraulic / accumulator service
- Related hard and flexible hydraulic pipework
- ~8t to 14t Crane Weight
- Marinised/Suitable for exposure to marine environment
- Crane winch (boom mounted) to suit
- Crane auxiliary winch (boom mounted) to suit including mounting plates – suggested minimum capacity 10 te SWL
- Pedestal or deck mount
- Marine slew configuration with lower part of crane suitable for mounting hydraulic accumulation system on base.

2.2 Working Arrangements

The designated multicat and other KML fleet vessels are based out of KML HQ at Falmouth Wharves from where all project works will be carried out. Vessels work as required on 24hr schedules, vessel utilisation is important and therefore, we can only accept short periods where the vessel can be out of service for this project. Availability for these periods will be subject to change at short notice and this must be factored into the tender price. Field testing is proposed in a variety of sea states at worksites in UK waters.

2.3 Expected Outputs

The successful bidder will be expected to deliver a number of outputs:

- System Design, testing, and engineering including R&D
- Supply & commission of prototype crane kit suitable for adaption and testing on vessel. Any steelwork to the vessel will be carried out by competent subcontractor supplied by KML.
- Staged development and testing of rig and fitment to vessel
- Testing and commissioning in field

Outputs will likely include reports relating to the management of the project. These may consist in reports back from site visits; project monitoring reports; evaluation reports and contracts.

2.4 Period of Contract

The contract shall run for up to 4 months from the date of the contract award.

2.5 Financial

The contract has an expected total value of approximately £200,000.

In submitting full tenders, suppliers confirm in writing that the costing details provided will be held for a minimum of 90 calendar days from the date of submission. Any payment conditions applicable to the prime contractor must also be replicated with sub-contractors.

Procurement will be on KML's standard terms and conditions.

2.6 Evaluation of tenders

Suppliers are invited to submit full tenders. Compliant tenders will be evaluated by considering compliance and price – therefore will be awarded to the lowest compliant bid.

Tenders should be all inclusive lump sum

Compliant tenders will be those which meet the requirements set out in this document and the technical pack

Tenderers should confirm that there is no conflict of interest between their company and Keynvor Morlift Ltd.

It is expected that the crane/test rig will be supplied from the used market and therefore we will require confirmation that to the best of suppliers knowledge, the equipment has not received prior Public or European funding in its purchase.

Contract award will be subject to European Procurement Procedures and award of funds

3. INSTRUCTIONS TO SUPPLIERS

Suppliers are required to submit their tender in writing to:

Shock/Motion Compensated Crane Project
Keynvor Morlift Ltd.
Unit 15 Falmouth Wharves
North Parade
Falmouth
Cornwall, TR11 2TF

Or by email to: tenders@keynvormorlift.co.uk

Tender submissions must be received by 13th March 2019 not later than 17:00

Please ensure the outside of any packaging is clearly marked ‘Tender Documents’.

Suppliers must note that KML reserves the right to withdraw this contract opportunity without notice and will not be liable for any costs incurred by suppliers during any stage of the process.

Tenders submitted after the stipulated time and date advised will be rejected, unless clear evidence of posting guaranteeing delivery by the stated deadline is made available to KML. Tenders may not be submitted by any other means.

If you require further information concerning the tender process, or the nature of the proposed contract, please in the first instance email: tenders@keynvormorlift.co.uk.

Should questions arise during the tendering period, we will inform all suppliers to explain the nature of the question, and our formal reply. All suppliers should then take that reply into consideration when preparing their own bids, and we will evaluate bids on the assumption that they have done so.