

TECHNICAL 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.



European Union
European Regional
Development Fund

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

Date: 5th December 2018

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1. INTRODUCTION

Keyvor 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 decommission the existing crane from designated multicat (Fig. 1), supply and install the shock and motion compensation crane kit, including the crane and provide technical support throughout the development of the project.

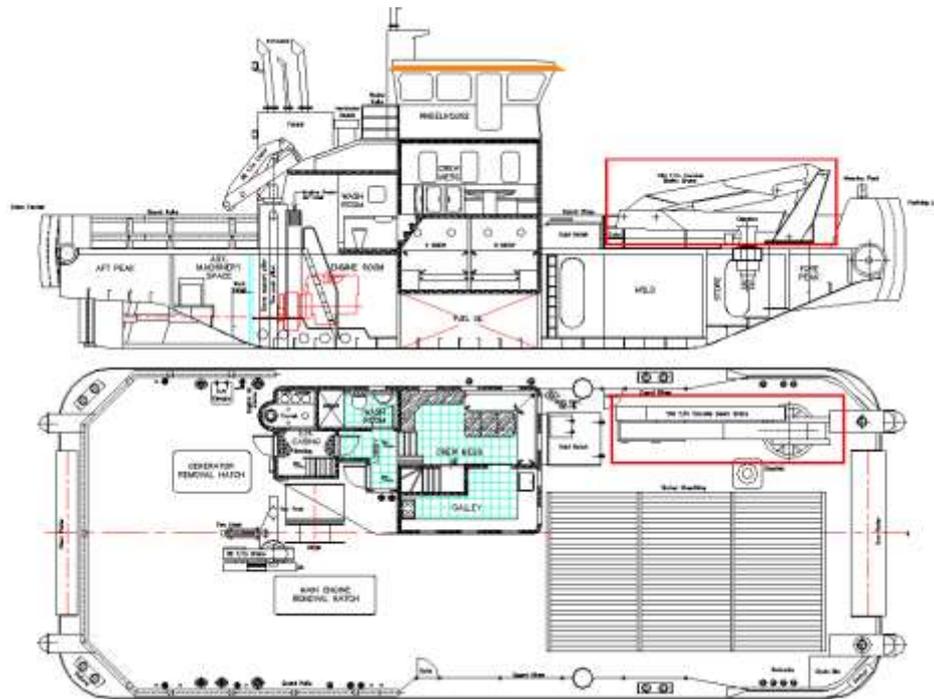


Fig 1 – Designated Multicat platform General Arrangement – indicating position of crane

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:

Crane Requirements:

- ~100 to 120tm Capacity
- ~20m max lift radius
- Compact stowage
- Auxiliary winch or ability to fit winch
- Dedicated HPU
- ~8t to 14t Crane Weight
- Marinised/Suitable for exposure to marine environment
- Crane winch (boom mounted) to suit

Structure/Fabrication requirements:

- Custom Steel Fabrication
- Shipboard modifications
- Standalone structural fabrication
- Lloyds or other acceptable Coded or Certified Welders and fabricators
- NDT Testing
- Shock absorption and motion Compensation:
- Hydraulic based system

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:

- Decommission of existing crane from designated multicat
- System Design, testing, and engineering including R&D
- Supply & installation of prototype crane kit suitable for adaption and testing on vessel
- 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 6 months from the date of the contract award with potential for a further extension for up to 2 months.

2.5 Financial

The contract has an expected total value of approximately £225,000.

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. Tenders will be evaluated by considering best value – price/quality

Ratio will be determined on the following areas:

Section 1 – Skills and knowledge in supporting maintenance and operation of small commercial work vessels. (20%)

Suppliers must set out in detail the relevant skills and knowledge the organisation will utilise in the performance of the contract.

Section 2: Pricing and Resource Plan (30%)

With specific reference to the description of the requirement/s, working arrangements and expected outputs as stated above, suppliers must provide the following information:

- The personnel resources potentially available to be employed by the supplier and their sub-contractor(s) in delivering agreed tasks.
- Specification of equipment proposed for the project.

The table below provides a guide as to the type of information required. Suppliers invited to tender are required to complete the table below as part of their response to this section.

Staff/project charges (example template)

<u>Price item</u>	<u>Detail</u>	<u>Total cost net of VAT</u>
Removal of existing crane/equipment		£
Specify & design suitable system/rig		£
Installation of test equipment/crane/rig		£
Commissioning and testing of equipment (including load testing)		£

[*Suppliers should also include roles and rates of sub-contractors]

The rates contained within the schedules are, unless otherwise expressly agreed between the parties, firm and fixed.

The rates entered in the schedules shall be deemed to include for full compliance with the requirements of the Contract and regulatory items.

The rates exclude VAT.

Travel and subsistence costs including overnight allowances and attendance at meetings as necessary, in connection with this Contract, is expected to be claimed in accordance with KML travel and subsistence guidance and rates. Suppliers should state in their proposal the travel and subsistence policy and rates they will adopt for delivering the contract and why, if they need to, deviate from KML's guidance and rates.

The Authority reserves the right to negotiate and agree with the Contractor a maximum sum for all expenses.

Section 3: Understanding requirements and adding value (50%).

Suppliers must provide the following information:

- Evidence of their understanding of the tender requirements
- How they will add value in delivering against the requirements
- Contract management processes to be adopted and the quality assurance processes they will adopt to ensure the successful delivery of programme tasks.
- How risks will be identified, assessed, managed and monitored throughout performance of the contract

3. INSTRUCTIONS TO SUPPLIERS

Suppliers are required to submit their tender in writing to:

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

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

Tender submissions must be received by 18th December not later than 17:00

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

KML reserves the right to invite the highest scoring suppliers to give a presentation before a final decision is made.

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. Suppliers should also note that, in the event a tender is considered to be fundamentally unacceptable on a key issue, regardless of its other merits, that tender may be rejected.

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@keyvormorlift.co.uk.

No questions will be answered that provide a competitive advantage to any party pre-qualifying or tendering.

Should questions arise during the tendering period, which in our judgement are of material significance, 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.