



**REPUBLIC OF MOZAMBIQUE**  
**MINISTRY OF MINERAL RESOURCES AND ENERGY**

**MOZAMBIQUE MULTICLIENT TENDERS INVITATION**

**MOZAMBIQUE**

**CLOSES 26<sup>th</sup> JULY 2016**

Please send / deliver your  
tender documents to:



**INSTITUTO NACIONAL DE PETRÓLEO**  
**Rua dos Desportistas, Parcela n° 259**  
**Maputo – Mozambique**

## TABLE OF CONTENTS

1	INTRODUCTION .....	2
2	IMPORTANT CONDITIONS .....	6
	2.1 TERM .....	6
	2.2 INP DATA LICENSING AGREEMENT .....	6
	2.3 DATA MANAGEMENT .....	6
	2.4 START DATE - PRE COMMITMENTS .....	6
	2.5 TERM OF CONTRACT AND EXCLUSIVITY PERIODS .....	7
3	COMPANY PROFILE .....	7
	3.1 Company Profile .....	7
	3.2 Company Financial Capability .....	8
4	TECHNICAL PROPOSAL .....	9
	4.1 Acquisition .....	9
	4.2 Processing.....	9
	4.3 Gravity / Magnetic .....	10
	4.4 Interpretation .....	10
	4.5 Marketing of Data & Promotion .....	10
	4.6 In Country Operational Activities .....	10
	4.7 Deliverables & Reporting.....	10
	4.8 Data Licensing.....	11
	4.9 Other .....	11
5	COMMERCIAL PROPOSAL .....	12
	5.1 Part 1 .....	12
	5.2 Part 2 .....	12
	5.3 Part 4 .....	12
6	HSE .....	13
	6.1 HSE Management System .....	13
	6.2 Environmental Base Line Audit .....	13
7	PROPOSAL SUBMISSION .....	14
8	BID EVALUATION CRITERIA .....	15
9	FURTHER INFORMATION .....	15



### Multi Client Tender T1 to T3

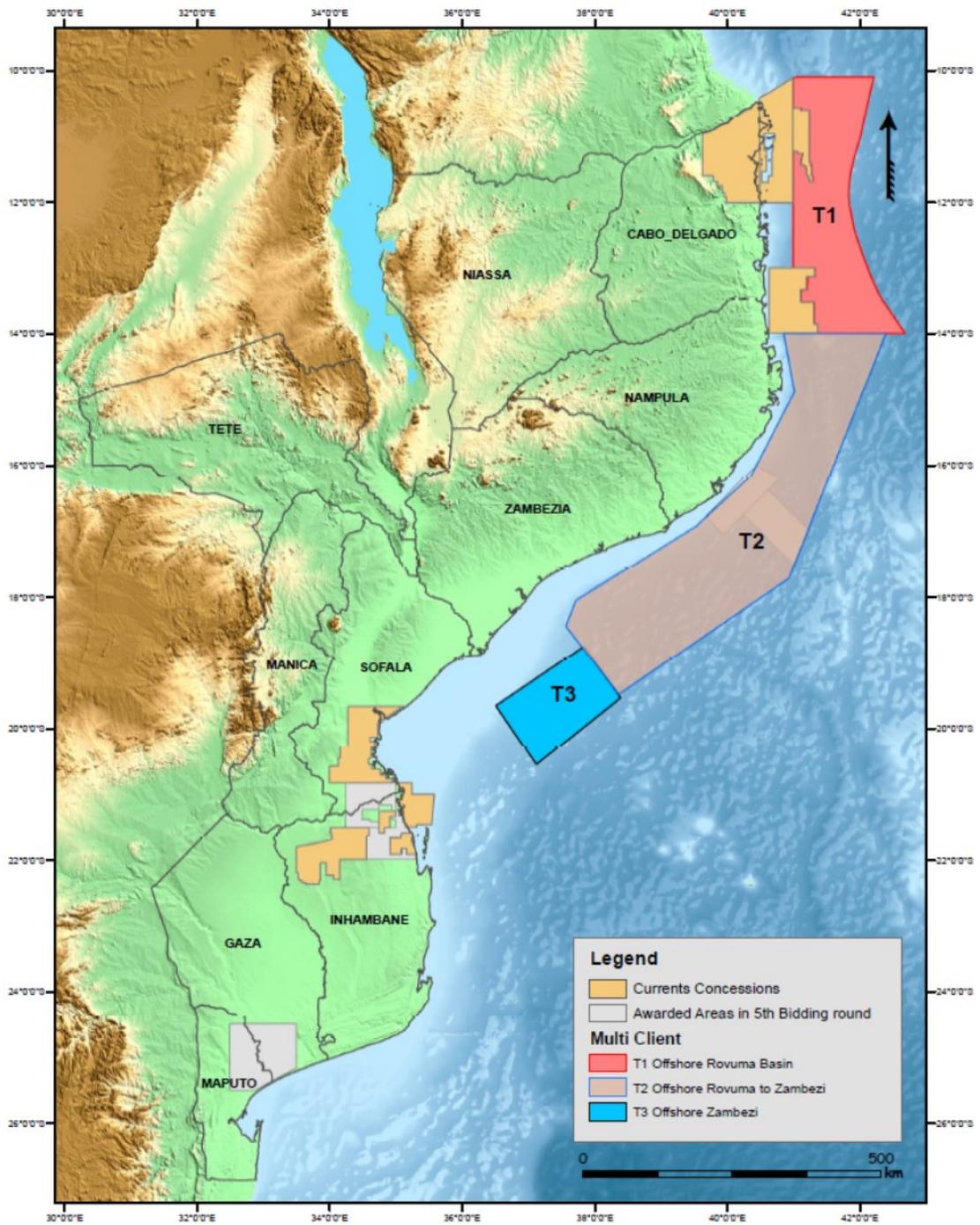


Fig. 1 – Areas proposed for acquisition of Multi-client data



### Multi Client Tender T4 to T7

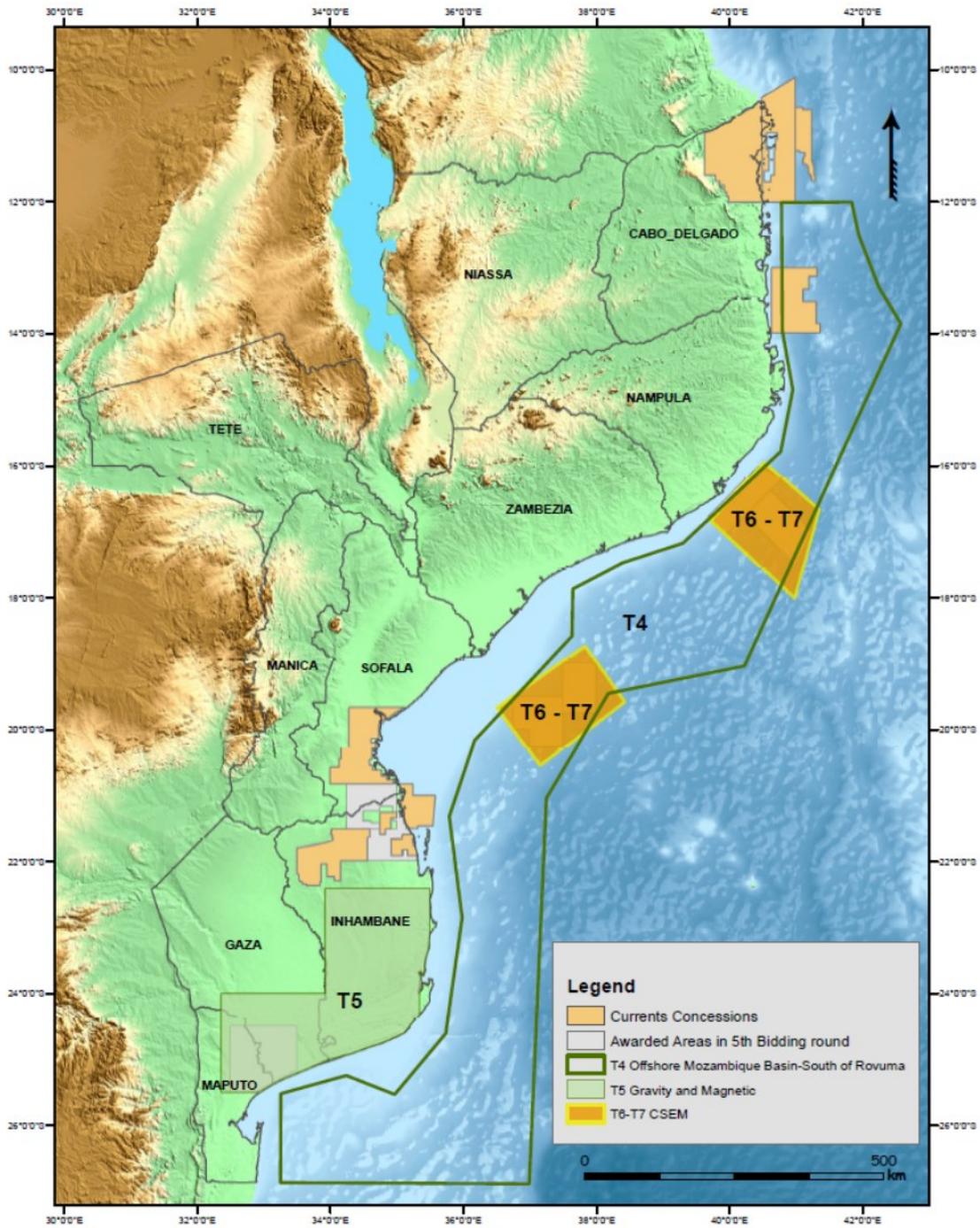


Fig. 2 - Areas proposed for acquisition of Multiclient data



### **T1 Offshore Rovuma Basin**

- Minimum of 5000 km of seismic 2D seismic data
- Bathymetric
- Marine gravity & magnetic

### **T2 Offshore Rovuma to Zambezi Program**

- Minimum of 7,500 line km of 2D seismic data
- Minimum of 20,000 km<sup>2</sup> of 3D seismic data
- Bathymetric
- Marine gravity & magnetic

### **T3 Offshore Zambezi Program**

- Minimum of 15,000 km<sup>2</sup> of 3D & Gravity and Magnetic Data
- Bathymetric
- Marine gravity & magnetic
- Option to Extend outside the the Z5-C and Z5-D

### **T4 Offshore Mozambique Basin-South of Rovuma**

- Minimum of 12,000 line km program of 2D seismic data
- Long Offset Seismic
- Bathymetric
- Marine gravity & magnetic

### **T5 Gravity and Magnetic Program – South Mozambique**

- Aero Magnetic Survey
- Airborne Gravity / Gradiometry

### **T6 Controlled Source Electromagnetic Data**

- Approximately 11.000 km<sup>2</sup> of CSEM data coverage on Angoche Areas
- Approximately 10.200 Km<sup>2</sup> of CSEM data coverage in Zambeze Delta
- CSEM for other areas considered relevant for further license rounds

### **T7 Seabed coring**

- Approximately 11.000 km<sup>2</sup> of CSEM data coverage on Angoche Areas
- Approximately 10.200 Km<sup>2</sup> of CSEM data coverage in Zambeze Delta



Companies have until 12:00 pm on Monday, 11<sup>th</sup> of July 2016 to submit proposals to the INP offices in Maputo.

The proposals should include the following sections:

- 1. COMPANY INFORMATION**
- 2. TECHNICAL PROPOSAL**
- 3. FINANCIAL PROPOSAL**
- 4. HSE**

A Company which may be unable to provide the full range of the required expertise in-house, may associate with other suitably qualified firms.

You are advised to follow and conform to the information contained in this document, the proposal being structured in sections 1 to 4 (as described in this document). Proposals that do not follow this structure may be rejected.

Yours sincerely,



**Carlos Zacarias**  
Chairman  
National Petroleum Institute



## **2 IMPORTANT CONDITIONS**

### **2.1 TERM**

Note all the MC data is the property of the Mozambique data and INP is offering up to 10 year licensing agreement for Companies to license the data on behalf of INP.

### **2.2 INP DATA LICENSING AGREEMENT**

All the MC data will be available to Companies under the standard INP licensing agreement. All the Companies operating in Mozambique have already signed the standard data licensing agreement.

### **2.3 DATA MANAGEMENT**

It is the intention that all the technical data will be stored in INP data bank located in Mozambique, with a copy located in a managed data bank in their headquarters. Data that has been licensed will be made available to Companies through one such data bank. Companies licensing the data will pay the data bank directly for data delivery. Companies may also maintain a copy of the data for the term of the agreement.

### **2.4 START DATE – PRE-COMMITEMENTS**

Companies are asked to indicate the time frame for commencement and completion of the program and if there are any special conditions (such as pre-commitments) that are required.

INP will evaluate all the proposals and then enter negotiations with the preferred Companies to finalise the project scope and contract terms. The Companies that are awarded these projects will acquire process and license the data at their own risk.

INP would like a guaranteed start date for the acquisition of the MC data.

This document is intended as guidance, including general information about the Licensing system and the availability of technical data.

Note that the raw data, processed data and interpreted data have to be provided to INP.



## 2.5 TERM OF CONTRACT AND EXCLUSIVITY PERIODS

### MC 2D Seismic Programs

- INP offers up to 10 year licensing agreement.

### MC 3D Seismic Programs

- INP offers up to 10 year licensing agreement.
- INP offers a period of exclusivity for 12 months, following the closure of bidding process for any new competing multi-client data acquisition within the Area

### MC Gravity and Magnetic Programs

- INP offers up to 10 year licensing agreement.
- INP offers a period of exclusivity for 12 months, following the closure of bidding process for any new competing multi-client data acquisition within the Area

### MC Controlled Source Electromagnetic Data

- INP offers up to 10 year licensing agreement.
- INP offers a period of exclusivity for 12 months, following the closure of bidding process for any new competing multi-client data acquisition within the Area

### MC Seabed coring

- INP offers up to 10 year licensing agreement.
- INP offers a period of exclusivity for 12 months, following the closure of bidding process for any new competing multi-client data acquisition within the Area

## 3 COMPANY PROFILE

Only companies able to document qualifying experience, available qualified competent resources and readiness to work according to the following criteria shall be considered for selection. Potential service providers are required to present a set of the following information and documentation, in specific chapters separated by dividers, in the order as set below;

### 3.1 Company Profile

- Organisational structure and resources including specialists, clearly showing the part of it dedicated to the present service supply, including description of lines of delegation of authority and accountability.
- Name and position of Companies and any partners Representative to be contacted in respect of this tender procedure, as well as their phone numbers, direction and e-mail addresses.



- Physical address, mailing address and phone numbers of each Company, Parent Company, Subsidiary, Technical Partner and Technical Assistance Company involved in this process of services supply, containing the description of role of each party.
- Description of physical installations, seismic survey vessels and equipment, warehouse, service centres, offices etc and its location, showing pictures and describing logistics facilities to ensure service delivery.
- Examples of similar work undertaken as main contractor during the past 3 years, stating clients, locations, types of work, equipment and techniques employed.

### **3.2 Company Financial Capability**

- Evidence of financial capability, including Certified Company Audited Accounts for the past three years.
- Turnover relating to seismic acquisition, processing and MC data
- Turnover relating to seismic reprocessing
- Turnover relating to gravity/gradiometry & magnetic acquisition, processing and MC data
- Turnover relating to Seabed coring acquisition, processing and MC data
- Declaration that the Company does not have unpaid, due debts towards the Mozambican government.



## 4 TECHNICAL PROPOSAL

The Company which wins the tenders will acquire, process and market the data at its own risk.

Companies are invited to propose his most appropriate and safest technological solution, fully tested at an industrial scale, to achieve INP stated objectives.

INP wishes to acquire modern seismic data sets to achieve the broadest possible seismic bandwidth. An optimal seismic signal penetration at low frequencies is necessary either for shallow or deep targets, while the preservation of highest possible frequencies is required to improve the interpretation of architectural elements for all likely targets. This implies to preserve the lowest possible frequencies while preserving the high frequencies of the seismic spectrum. The dataset shall also be AVO compliant (full reliability of amplitude variation with offsets).

INP wishes to also acquire modern high quality potential field data, Controlled Source Electromagnetic Data and Drop Core to help in the determination of the hydrocarbon potential of defined onshore and offshore areas.

### 4.1 Acquisition

The data acquisition should specify;

- Brief description of technology to be used, including any special technology,
- Sampling rate
- Cable Length
- Target Zone / Expected Frequency Bandwidth Table
  - 1 to 2 seconds - Xx to xx Hz
  - 2 to 3 seconds - Xx to xx Hz
  - 3 to 5 seconds - Xx to xx Hz
  - > 5 seconds - Xx to xx Hz
- Deliverables
- Training

### 4.2 Processing

The processing should specify;

- Brief description of processing technology to be used
- Time Options
- Depth Options
- Special Options
- Deliverables
- Training



#### **4.3 Gravity / Magnetic**

- Acquisition
- Processing
- Special Options
- Deliverables
- Training

#### **4.4 Interpretation**

The interpretation of the data is the responsibility of INP and the company licensed to acquire the required data. This work will include, where relevant data, is available after the acquisition project, from the listed data below:

- Workstation Projects
- Interpretation (including) structural maps, geological cross-section, depth maps, isopach maps
- Gravity & magnetic and gradiometry
- CSEM
- Sea Bed Coring
- Deliverables

The Multiclient company will be responsible for the licensing of interpretation products from the MC data. Companies must provide details of how they may assist in the interpretation of the data.

#### **4.5 Marketing of Data & Promotion**

The Company must market and licence the data acquired and share revenue in agreed format with INP. The marketing of acquired data will take place through:

- Conferences
- Road shows
- Licensing (sales) reports

#### **4.6 In Country Operational Activities**

- Liaison with local community
  - Exemplo: Fishing

#### **4.7 Deliverables & Reporting**

- Project timeline
- Summary list of Contract deliverables
- Reporting arrangements
  - Quarterly
  - Annual Summary Report



#### **4.8 Data Licensing**

All the MC data will be available to Companies under the standard INP licensing agreement.

#### **4.9 Other**

You may include in this section any other material that you feel is relevant, or additional options.



## 5 COMMERCIAL PROPOSAL

All shown in US Dollars

### 5.1 Part 1

- Summary of INP Training Support Expenditure
- Summary of Social / Local Community Support Expenditure

### 5.2 Part 2

License Revenue Sharing Proposal with INP

- To Cost Recovery	INP %	Contractor %
- To 3x Cost Recovery	INP %	Contractor %
- > 3x Cost Recovery	INP %	Contractor %

Proposed MC Data Licensing Costs (per km or sq km)

- 2D Seismic Data	US \$ per km
- 3D Seismic Data	US \$ per km <sup>2</sup>
- Magnetic Data	US \$ per km
- Gravity Data	US \$ per km
- CSEM	US \$ per Study report
- Seabed Coring	US\$ per Study report

### 5.3 Part 4

Oil companies awarded a license might have to purchase defined data packages to help for a better definition of the data acquisition.



## 6 HSE

### 6.1 HSE Management System

Companies should submit details of the Health, Safety (Safety Culture) and Environment protection systems, including applicant's policy not known to Mozambican authorities and corporation wide records of the same for the last 3 years (personnel safety statistics for the past 3 years).

Harm or danger of harm to people, the environment or to installations, pipelines and equipment must be prevented or limited. A high standard of operational regularity and safety is in the interest of all petroleum industry stakeholders. To reach the level of acceptable conduct systematic procedures and assessments must be made and documented in all phases of the petroleum activities.

The applicant thus must demonstrate its HSE systems and their implementation with regard to risk reduction through the applicants choice and implementation of technical, operational or organisational solutions. Solutions must demonstrate that individual as well as an overall evaluation attain appropriate HSE standards and also reduces future potential harm and that future use offer the best results.

### 6.2 Environmental Base Line Audit

The programmes will be carried out upon update of existing Environmental Impact Studies undertaken in the past by different entities such as BP, Petronas, ION, Anadarko, ENI, StatoilHydro, WesternGeco.



## 7 PROPOSAL SUBMISSION

Proposals should be made in duplicate (two paper copies) and one digital pdf (DVD) and provided in sealed envelopes clearly marked on the to “MOZAMBIQUE MULTICLIENT PROPOSALS” and delivered (Courier, Registered Mail, Hand / in person) by 12:00 hrs local time on Monday, 11<sup>th</sup> of July 2016 to the address bellow:

NATIONAL PETROLEUM INSTITUTE  
RUA DOS DESPORTISTAS, PARCELA 259 E  
MAPUTO - MOÇAMBIQUE

No Proposals sent in by e-mail and or telefax will be accepted.

- Applications must be consistent with the provisions of Law No. 21/2014, of 18th August (Petroleum Law).
- Applications on behalf of more than one company are to be accompanied by a fully executed agreement between those companies. Such cooperation – or license agreement shall be submitted no later than at the time of application and its terms may not deviate from the requirements stipulated by Mozambican Law.
- A non-refundable fee of **2,000,000 MT** or equivalent amount in USD is payable during the submission of tenders. A non-refundable application fee may be paid in an equivalent United States Dollars amount calculated according to the official exchange rate of the day according to Bank of Mozambique ([www.bancomoc.mz](http://www.bancomoc.mz)).

### 7.1 UPDATED BANK DETAILS

- **Bank account Name: INP – Instituto Nacional de Petróleo**  
Bank: Standard Bank  
Account Number: 108.181978.101.3  
NIB: 000301080181978101313  
IBAN: MZ59000301080181978101313  
SWIFT CODE: SBICMZMX

Alternative Bank account below:

- **Bank account Name: INP – Instituto Nacional de Petróleo**  
Bank: Banco Internacional de Moçambique  
Account Number: 109882474  
NIB: 000301080181978101313  
IBAN: 590001000000109882474567  
SWIFT CODE: BIMMZMXXXX



## 8 BID EVALUATION CRITERIA

The Ministry of Mineral Resources and Energy and the National Petroleum Institute will take the following aspects into consideration when assessing bids:

- Proven expertise: the technical competence, capacity and financial strength of the applicant to be able to carry out Exploration and Production of Petroleum in accordance with legal requirements and best industry standards.
- The technical database used for and in making the application.
- Economic terms offered by the applicant
- Level of institutional support and training
- Strength of the proposed safety, health and environmental protection.

Each of the abovementioned aspects must be at an acceptable level.

- Appendix A - Company Expertise 10 Marks
- Appendix B - Technical Proposal 50 Marks
- Appendix C - Financial Proposal 40Marks
- Appendix D – Health, Safety and Environment Policy (HSE)

**TOTAL 100 Marks**

## 9 FURTHER INFORMATION

Further details about the program and program areas can be obtained through the contacts below.



**Augusto Macuvelé**  
Exploration Manager  
National Petroleum Institute  
Rua dos Desportistas, Parcela 259 E  
Maputo, Mozambique  
Tel: +258 1 320 932  
Augusto Macuvelé  
[Augusto.Macuvelé@inp.gov.mz](mailto:Augusto.Macuvelé@inp.gov.mz)