Press Release

Government of Guyana invites Expressions of Interest for Marketing of Liza Crude

The Government of Guyana, on Wednesday, February 26, 2020, through its Department of Energy (DoE), invited Expressions of Interest for the provision of marketing services for its share of crude oil from the Stabroek Block, for a twelve-month period.

Support to the DoE

The successful entity is expected, among other things, to undertake the following:

- Support the DoE in the first year of introduction of the grade in multiple geographies and refinery systems and work closely with the agency to develop an understanding of the behaviour and yields of the Liza Blend and how these affect pricing differentials, while advocating for any operational considerations that may affect the pricing of the crude;
- Conduct training sessions for DoE personnel, in matters related to crude oil supply and trading fundamentals, and more specifically those relevant to the Liza grade pricing; and
- Use all reasonable efforts to provide relevant information, documentation and/ or training in a timely manner for its personnel.

Submissions

Marketing firms, in their respective submissions, must:

1. Demonstrate at least five years’ experience in crude oil marketing and trading;
2. Hold a valid Certificate of Incorporation;
3. Provide certified true copies of Memorandum and Articles of Association of the company and/or similar statutory documents;
4. Produce a company profile highlighting the capabilities of the company;
5. Provide the company’s Tax Clearance Certificate for the last five years, along with details of previous experience in introducing a new grade in the market;
6. Statement of Business Integrity Code of Conduct; and
7. Provide the company’s HSE policy and records over the last five years.

In addition, the following must be provided on the company’s letterhead:

1. Contact details of the company, including the name of the authorized contact person(s)
2. Official address, email and telephone numbers
3. Details of the bidders’ volume of crude oil trading and marketing volumes by geography over the past five years and the company’s annual turnover. Either its Audited Balance Sheet with Profit and Loss Accounts or a Certificate issued by a practising Chartered/ Cost Accountant (including Membership Number of Firm Registration Number)
Legal Proceedings

Bidders must also ensure that provisions are in place to allow the DoE to verify all claims made in their submission, including that the bidder’s organisation is not in receivership nor subject to any form of insolvency or bankruptcy proceedings or the subject of any form of winding up petition or proceedings. In addition, all bidders should provide a written statement, to accompany the tender documents, confirming that none of their directors has been convicted in any country for any criminal offence relating to fraud or any financial impropriety or criminal misrepresentation or falsification of facts relating to any matter. In cases of a pending litigation, a written statement containing the details must be submitted along with the tender documents.

Failure to provide any of the listed documents or information with requisite proof may result on the EOI not being considered.

Deadline

All bids must be submitted in two hard copies, in a sealed envelope clearly marked: “Provision of Marketing Services for the Cooperative Republic of Guyana’s Oil Entitlement from the Liza Destiny FPSO Vessel- Ref. No. 2020-SV-ICB01”. An electronic non-editable copy should also be included on a thumb drive.

These EOIs must be addressed to and delivered before 3 p.m., on March 12, 2020:

The Chairman
National Procurement and Tender Administration Board
Ministry of Finance Compound
Main and Urquhart Streets
Kingston
Georgetown, GUYANA

Embassy of Guyana
Washington, DC
February 28, 2020