



OW POLAND

Suppliers' Day – B&C Wind projects

Panel "Procurement Policy"

June 9<sup>th</sup>, 2022

## **PRESENTER**

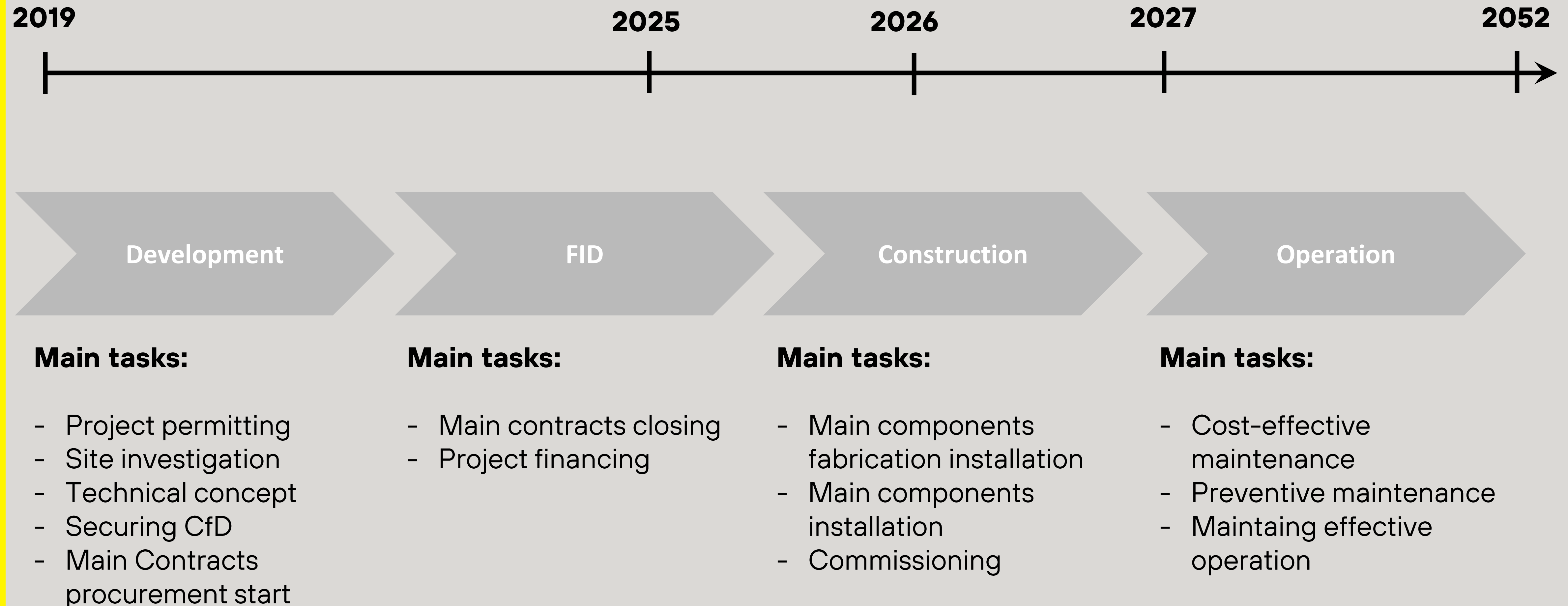
Jesús Quintanilla – Head of Electrical Procurement  
OW - Corporate (Madrid-Spain)

## **AGENDA**

- 11:35 Procurement Policy overview
- 12:05 Q&A
- 12:35 Summary

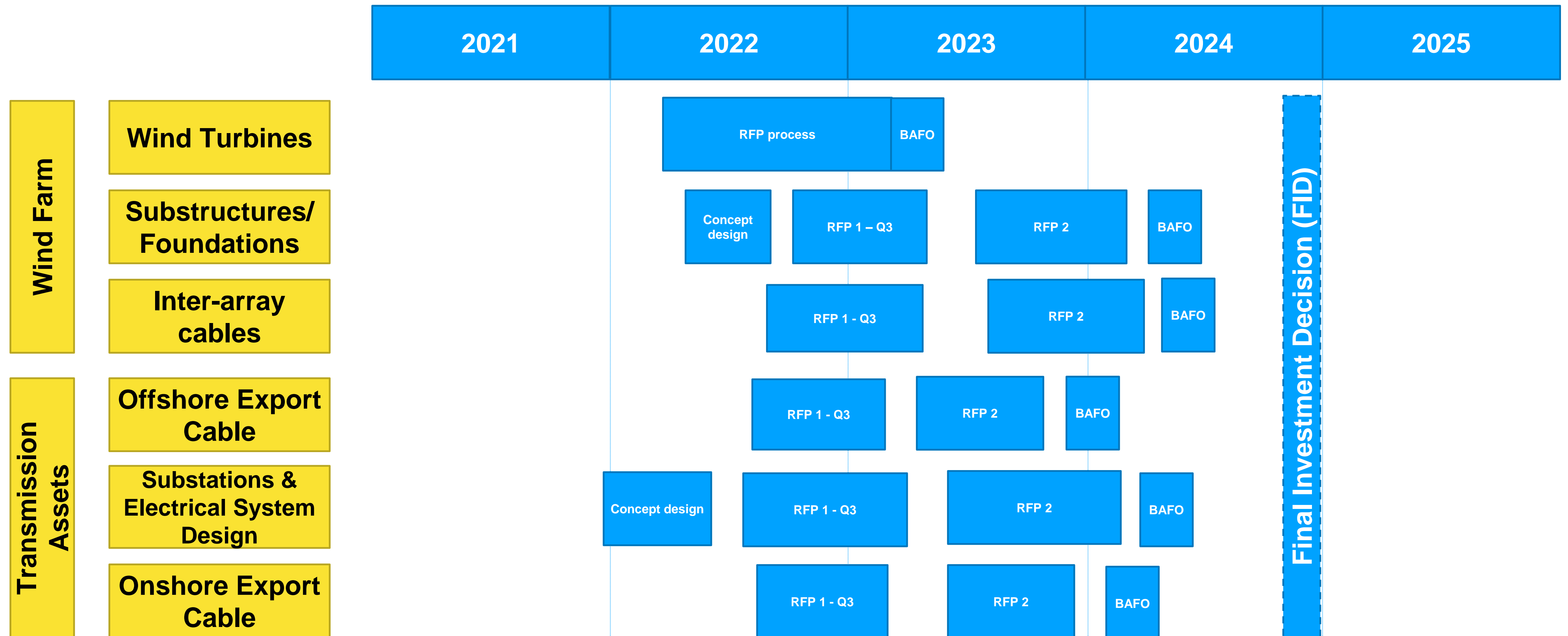
- I Overall Project timeline
- II Main packages RFPs timeline
- III Contracting strategy-main packages
- IV Tender criteria
- V Enrolment and B&C Wind/OW database register

## Overall Project timeline



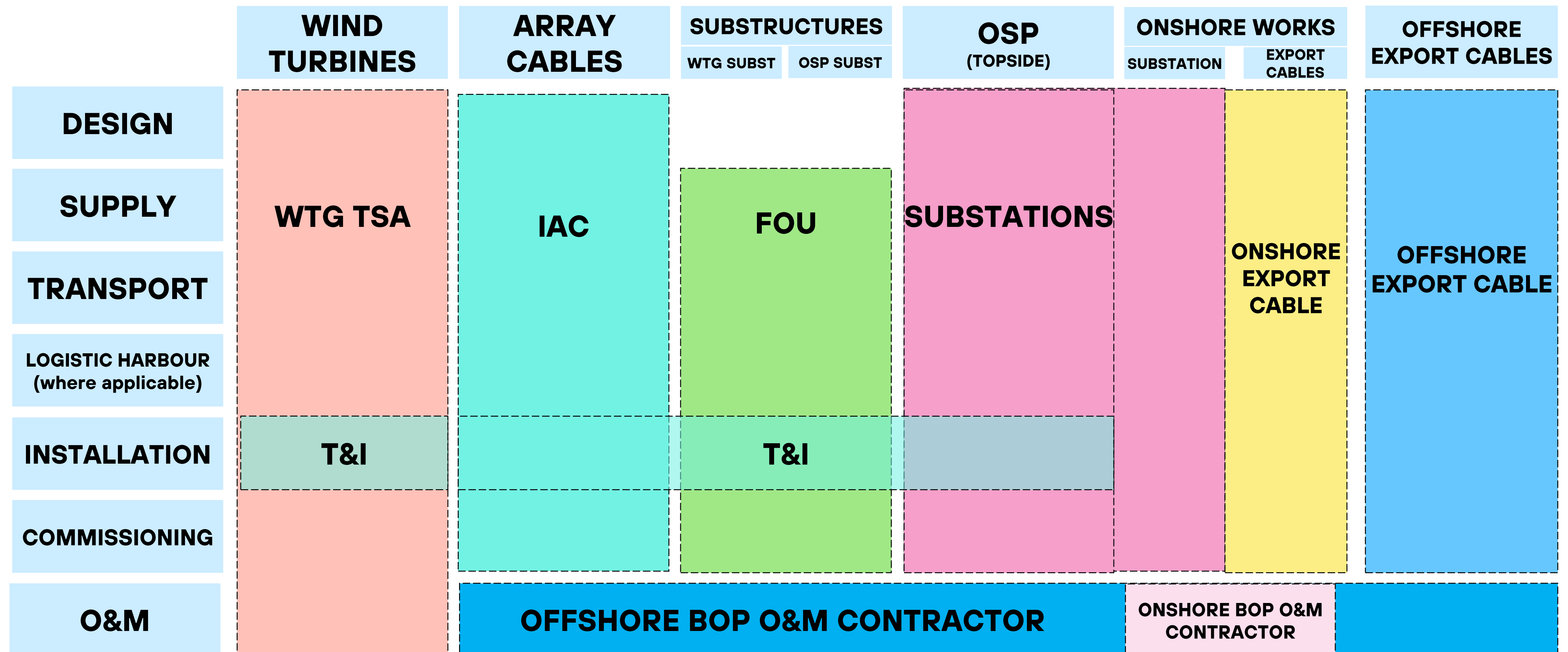
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# Main packages RFPs timeline



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# Contracting strategy





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# Tender criteria

CRITERIA	DESCRIPTION
Costs, pricing and commercial conditions	The proposal is competitively priced and represents the best value in the context of the services to be delivered the different pricing schemes are used in an appropriate manner.
Understanding the Client's requirements	The proposal demonstrates understanding of the context of the Client's work and of this particular requirement.
Reference & Experiences: Experience and reputation in undertaking similar work	The proposal demonstrates evidence of previous work undertaken. Preference will be given to experience in similar projects.
Delivery time and schedule	The proposal demonstrates compliance with the schedule of the Client and a robust and stable delivery plan, as well as all needed mitigations.
Team & Skills: Adequate qualifications and experience of the proposed team	The proposal contains details of the education, professional qualifications skills, certification and experience of the person(s) who would be responsible for providing the service.

CRITERIA	DESCRIPTION
Quality of the delivery	The proposal demonstrates adequate processes for assurance and acceptance of the required timeline.
Financial status	Financial strength of the Company will be valued.
Legal compliance with the Contract	The mark up sent by Tenderers should be acceptable according to the legal standards of the Company.
Risk / Mitigation Measures	The proposal contains understanding of the potential risk and mitigation measures for implementation of the service.
Local Content	The proposal contains knowledge of the region where the work is performed, and it demonstrates evidence of previous work done in said region with local partners and authorities. The proposal also demonstrates the ability to communicate and work with local companies.

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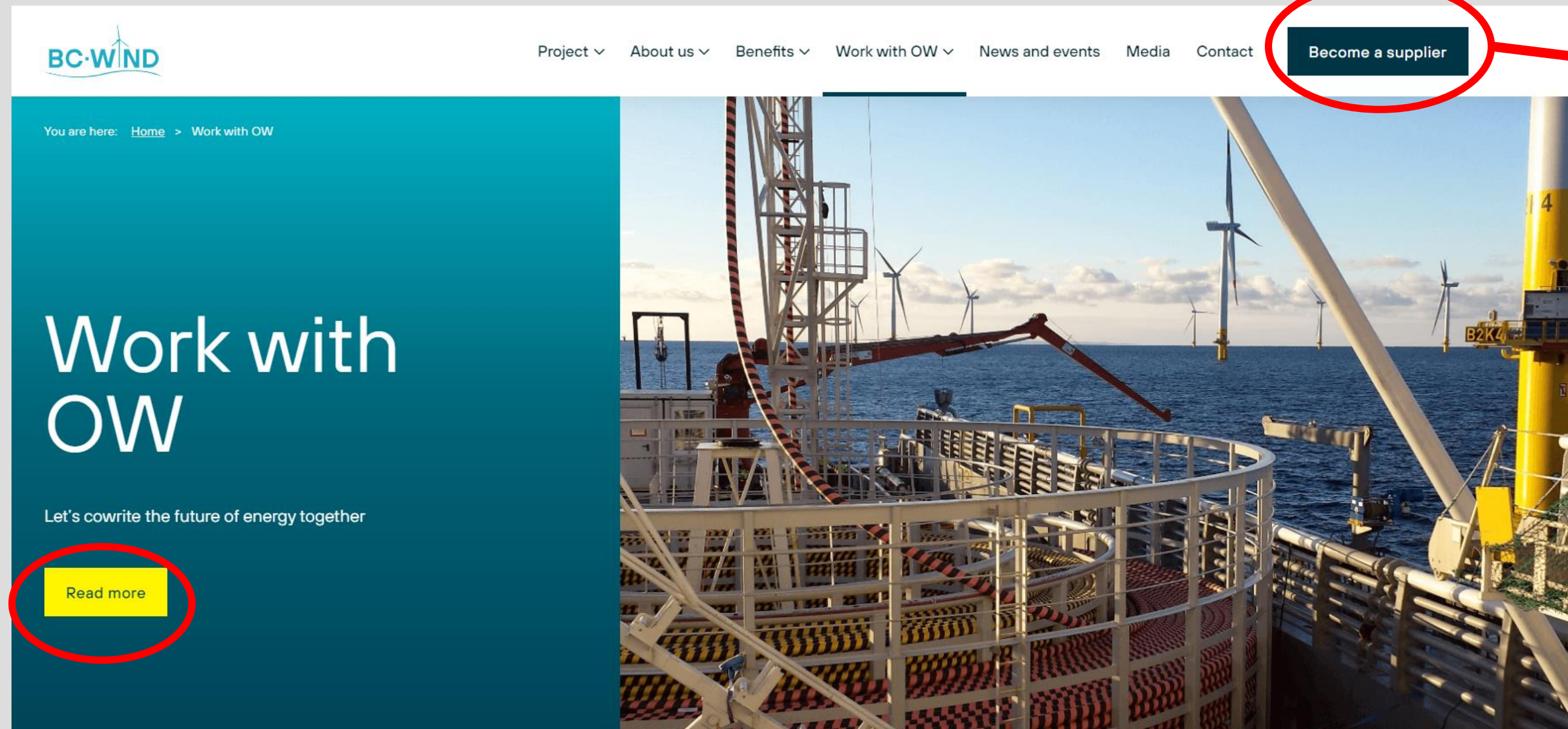
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# Enrolment and B&C Wind database register

1. B&C runs a database of suppliers: <https://www.bc-wind.pl/en/work-with-ow/>
2. Entering into database requires some basic information about B&C Wind and categories of services/supplies
3. Once register is completed, Procurement Department will contact if services or supplies suit B&C Wind needs
4. For the relevant services you may provide experience and qualifications as part of the participation in the processes



## New Contractors

The aim of the form is to update the Contractor's Database with new Contractors and Services.

\* Required

1. What is the name of the Contractor? (Please, write the full and accurate legal name of the Contractor!)

2. What is the Phase(s) of the Project?

☐ Development Phase

☐ Construction Phase

☐ O&M Phase

☐ Decommissioning Phase

3. Which Service(s) and Supply(s) does the Contractor provide?

☐ Aerial Surveys

☐ SCOP Maintenance Services - Cables

☐ SCOP Maintenance Services - Foundations

☐ SCOP Maintenance Services - Foundations (Pileheads)

☐ SCOP Maintenance Services - Foundations (Abutments or Jacks)

☐ SCOP Maintenance Services - Offshore Cables (Along or Apart)

☐ SCOP Maintenance Services - Onshore Cables

☐ Cable Accessories Manufacture

☐ Cable Protection Services (Rope wash, Mattresses, Buck Placement, etc...)

☐ Client Representations

☐ Consultancy - Technical Engineering Services

☐ Consultancy - Energy Assessment

☐ Consultancy - Financial Services

☐ Consultancy - Geotechnical and Geophysical

☐ Consultancy - Safety Services

☐ Consultancy - Tender Support

☐ Consultancy - Vessel Technical and Operation Support

☐ CHV Supply for Maintenance Services

☐ Designers - Offshore Substation, Tenders

☐ Designers - Substructure (WTS) Substation for New Nodes

☐ Designers - Substructure Offshore Substation

☐ Development and Consulting Services

☐ Environmental Impact Assessments

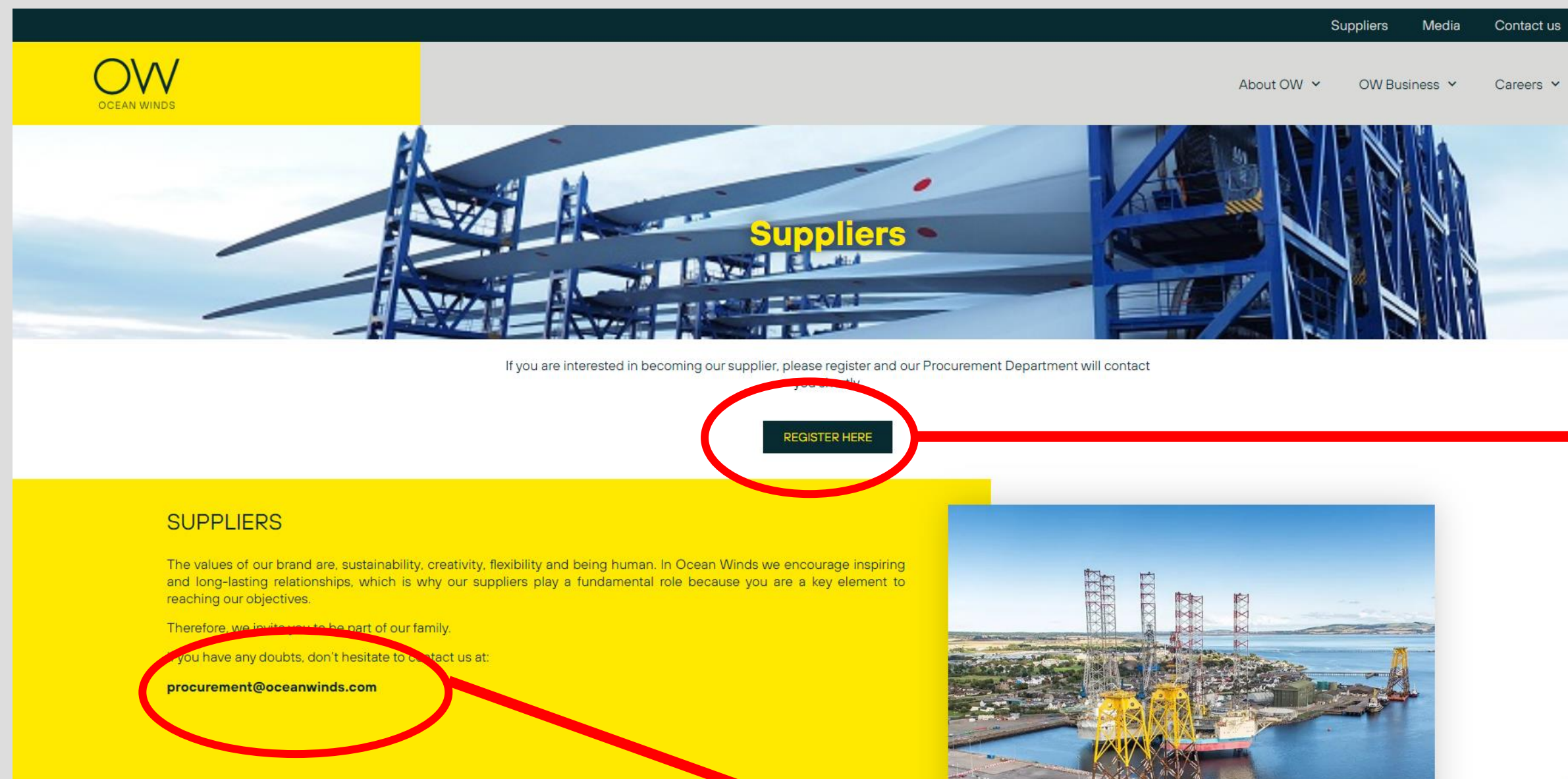
☐ EPC Foundation Package Manufacture - Transport - Installation

☐ EPC Marine Construction Foundations - Cables - WTS - even O&M surveys (if needed)



# Enrolment and OW database register

1. OW runs a global database of suppliers: <https://www.oceanwinds.com/suppliers/>
2. Entering into database requires some basic information about company and categories of services/supplies
3. Once register is completed, Procurement Department will contact if services or supplies suit OW needs
4. For the relevant services you may provide experience and qualifications as part of the participation in the processes



**Direct contact in case you have any difficulty or doubts with the questionnaire**

[procurement@oceanwinds.com](mailto:procurement@oceanwinds.com)



**Dziękuję!**

GROW  
WITH  
THE WIND

**BACK UP SLIDES**  
**for internal purposes only**



# Procurement Process

## Potential tier 2 services for main contractors

- Early engagement is sought by the Project with supply chain to ensure that opportunities for local content are realised.
- Even if not contracting directly, OW establishes cooperation with main contractors to engage and integrate local suppliers in the procurement process to the extend possible and capture opportunities
- **Wind turbines**
  - Structural fasteners
  - Electrical and Engineering components
  - Blades industry
  - Primary and Secondary steel
- **O&M Port handling & logistics**
  - CTVs
  - Port Operators
  - Manpower services
  - Welfare facilities
- **Foundations**
  - Secondary and tertiary steel (e.g. gratings, platforms, ladders, handrails)
  - Corrosion and protection
- **Onshore cable & substation**
  - Ecological consultancies
  - Survey and route engineering
  - Geotechnical and geophysical surveys
  - Archaeological services
  - Plant/equipment hire
  - Welfare facilities
  - Earthworks, civil, structural and general building works
  - Wayleave fencing
- **Port handling & logistics**
  - SPMT supply
  - Crane hire
  - Manpower services
  - Welfare facilities
  - Training & certification
  - Inspection services
- **Offshore substation**
  - Container supply
  - LV equipment
  - Secondary and tertiary steel (e.g. gratings, platforms, ladders, handrails)
- **O&M port**
  - Architectural services
  - Earthworks, civil, structural and general building works
  - Welfare facilities
  - Security services



# Procurement Process

## Background in Poland and Procurement model

- OW sponsors have a strong footprint in Poland with around 900MW in 23 wind renewable assets.
- OW sponsors have developed a solid contribution to Polish service and manufacturing companies. Successful cooperation with local supply chain having relevant partnerships (Imefy, Tele-fonika, Elbud, Eltel, PBDI, ABB, Elmo, CT Wind, Energotel, Elektrum...).
- Moreover OW has already have Polish supply chain contribution to offshore windfarms. Smulders Poland manufactured secondary steel and transition pieces for Seamade foundations (OW offshore wind farm in Belgium) as an example.
- OW offshore polish projects like B&C Wind are taking on board local expertise: MEWO or 3DS as example for environmental and grid connection permitting.
- At OW, procurement plays a critical role in the overall competitiveness of the company as well as its image and reputation. Services and supplies are contracted through competitive tenders or RFP processes.