



OW POLAND

# Suppliers' Workshop – B&C Wind projects

Sept. 6<sup>th</sup>, 2022

# WHO WE ARE

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**Jesus Quintanilla Otero**

Head of Electrical Procurement  
OW Corporate (Spain)



**Dagmara Wieczonkowska**

Procurement Associate,  
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**Aleksandra Jampolska**

Stakeholders Manager,  
BC-Wind Project (Poland)

## **PRESENTER**

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

## **AGENDA**

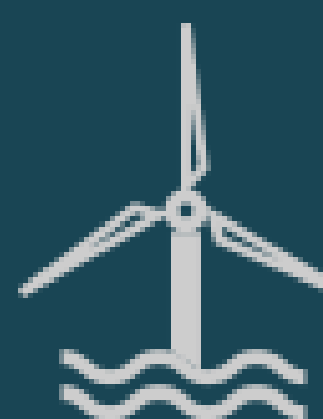
- 11:00 Procurement Policy overview
- 11:30 Q&A

# WHO WE ARE

Ocean Winds ( OW ) is the result of a Joint Venture between two of the biggest players in Energy:

- o ENGIE, French multinational energy and services company and global leader of zero-carbon transition and
- o EDPR, global leader in the renewable energy sector and the world's fourth-largest wind energy producer.

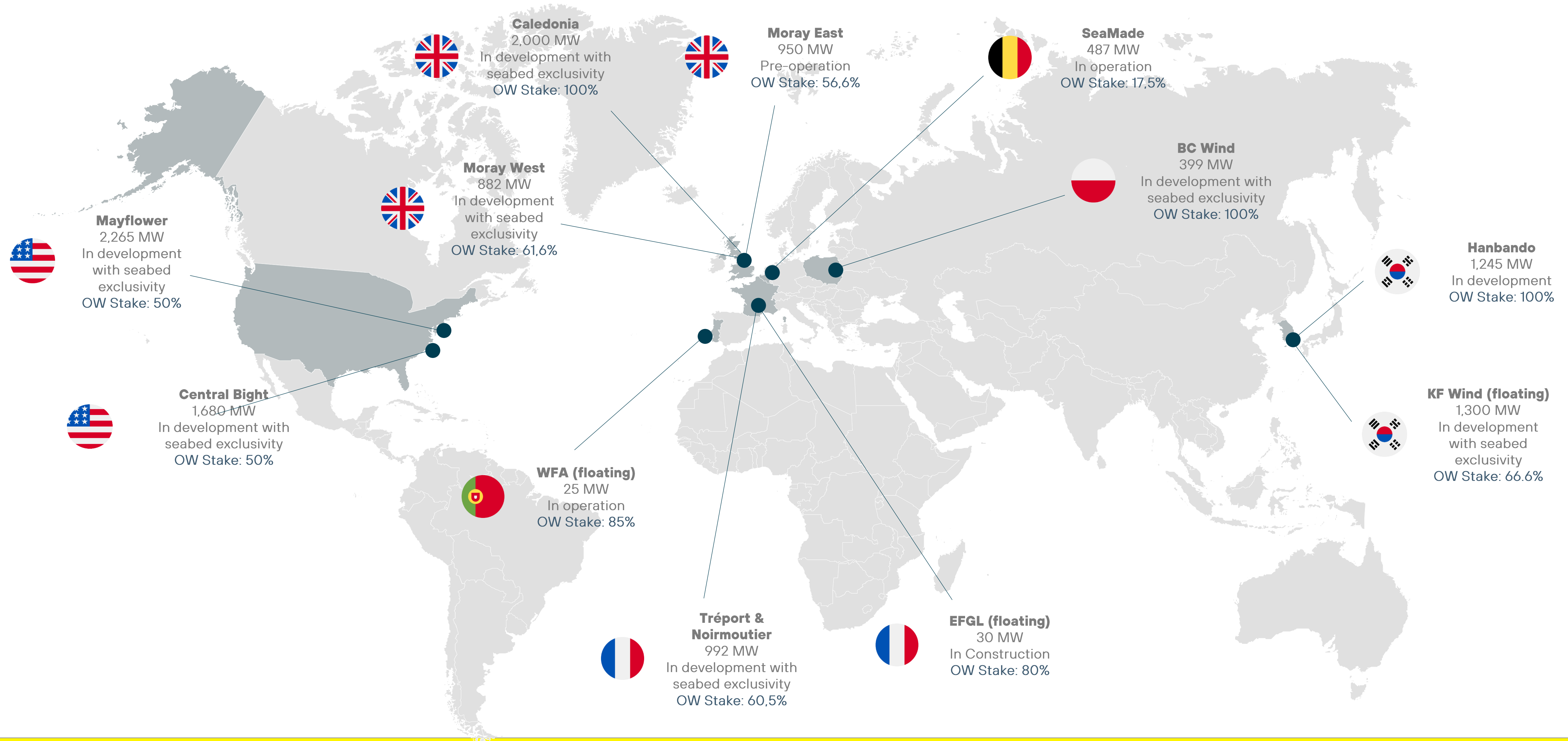
Born to lead the Offshore Wind Energy Business.



OW  
OCEAN WINDS

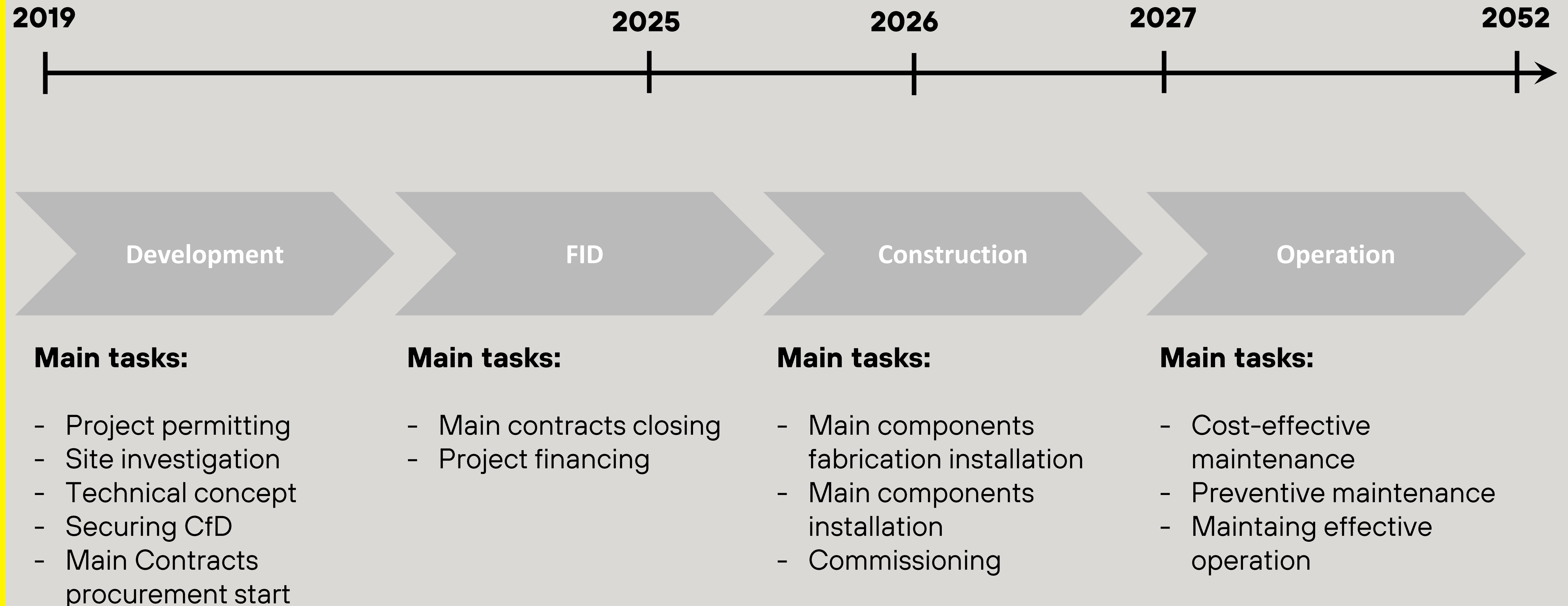
*" In an industry where size matters,  
relevance is critical.  
Only elephants play this game.  
Together we are one."*

OW's portfolio consists of 11.2 GW (gross) with 12 projects in 7 geographies



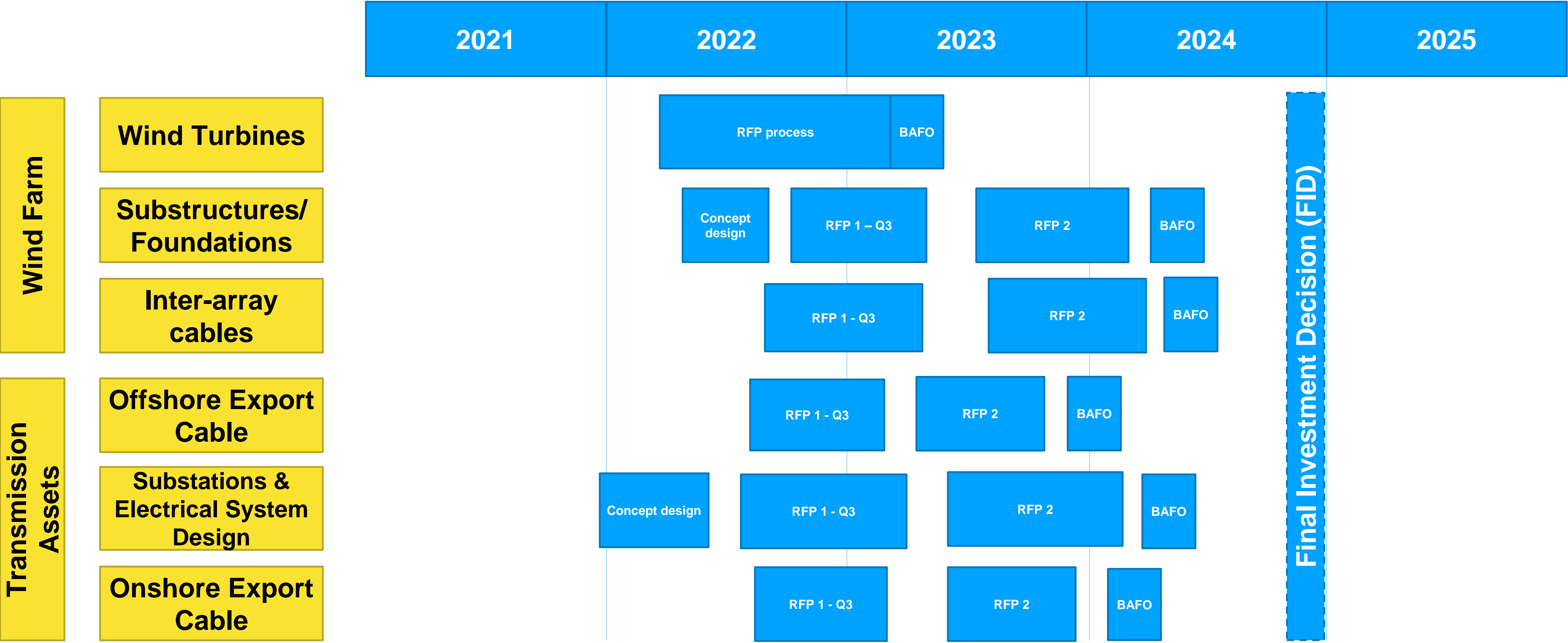
- I Overall Project timeline
- II Main packages RFPs timeline
- III Contracting strategy-main packages
- IV Tender criteria
- V Enrolment and B&C Wind/OW database register

## Overall Project timeline



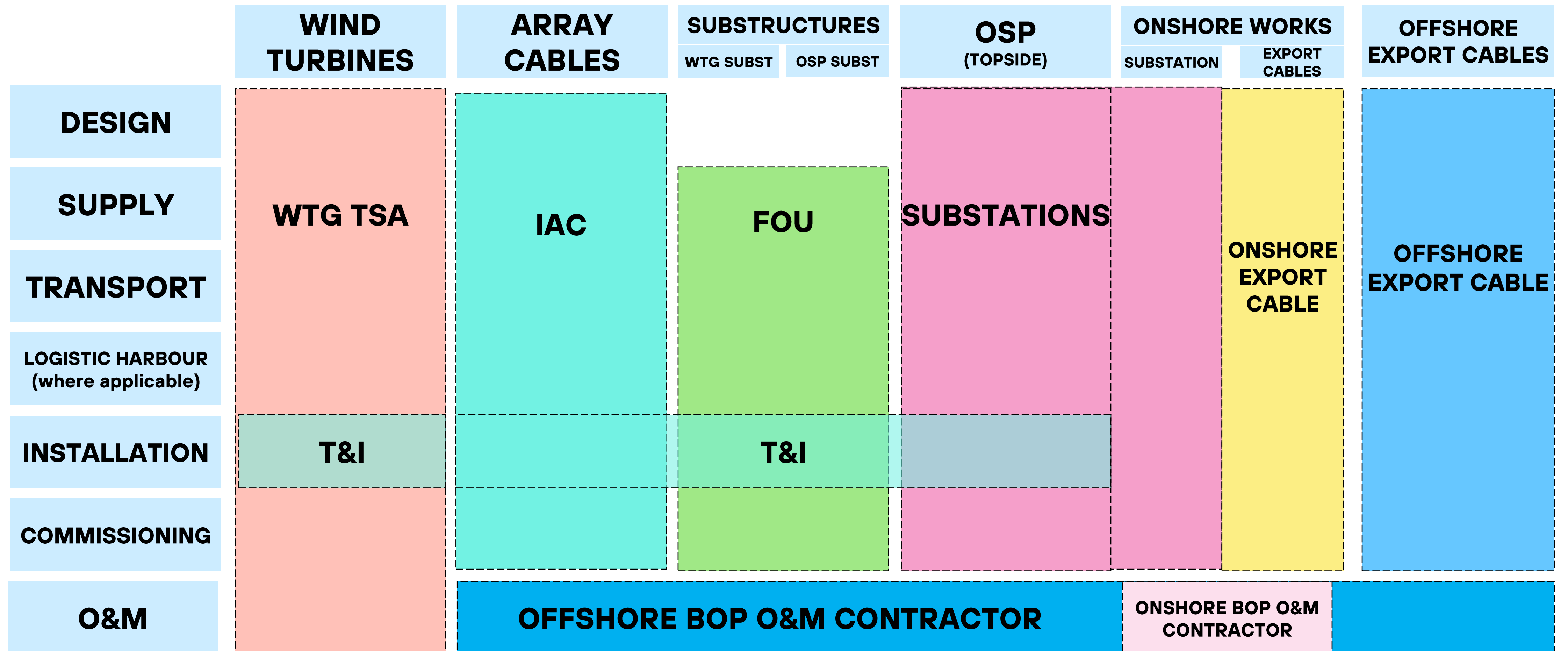
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# Main packages RFPs timeline



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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.

# OW's approach to the supply chain

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We understand supply chain and so called local content in three dimensions:

- ✓ involvement of Polish companies as suppliers to boost the local economy; both as suppliers to BC-Wind and promotion of Polish companies at Ocean Winds projects around the world;
- ✓ education of future personnel for offshore wind sector; educational programs in primary and secondary schools organized by OW;
- ✓ support competence development in the field; building a local team of specialists in Poland and competence training.

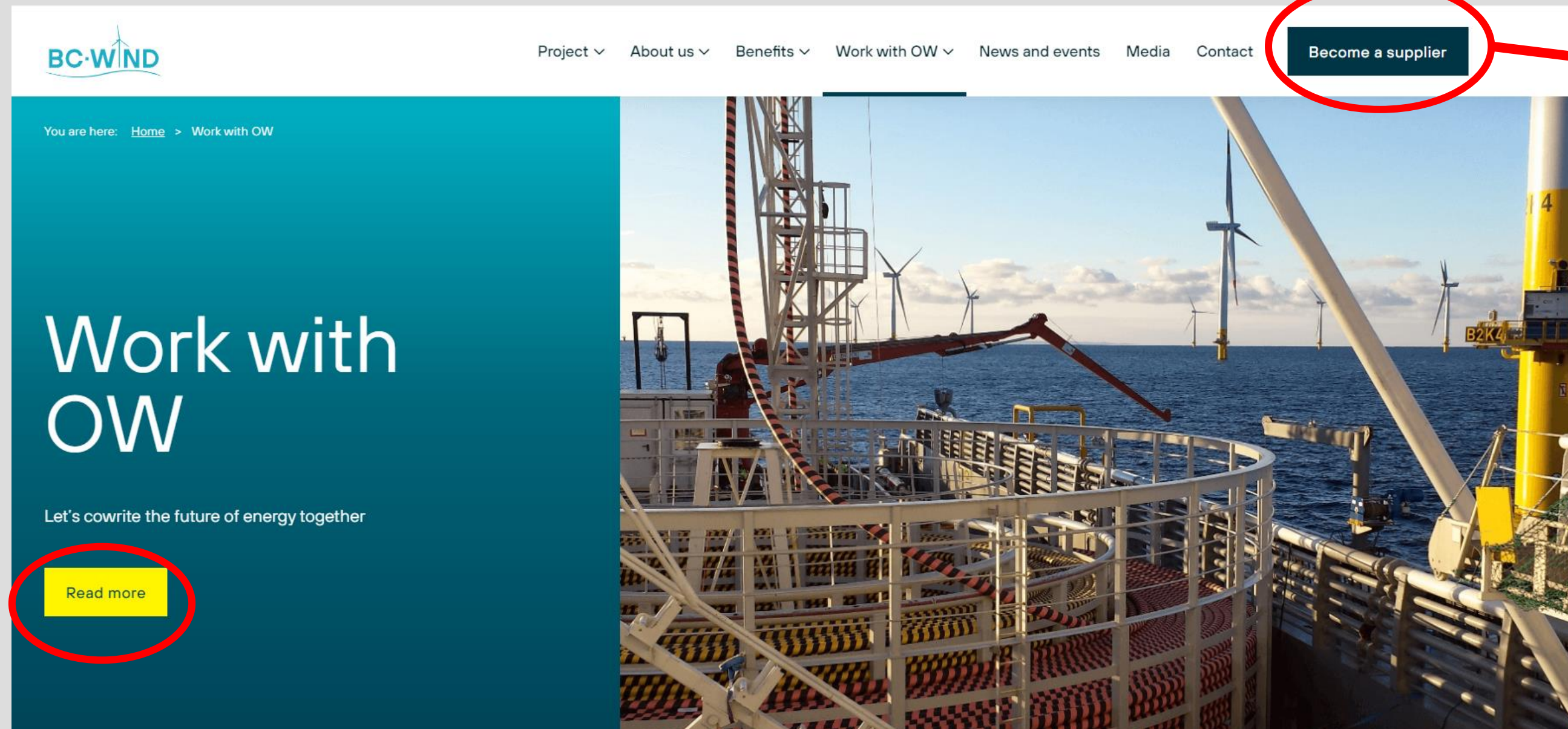
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# Enrolment and B&C Wind database register

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

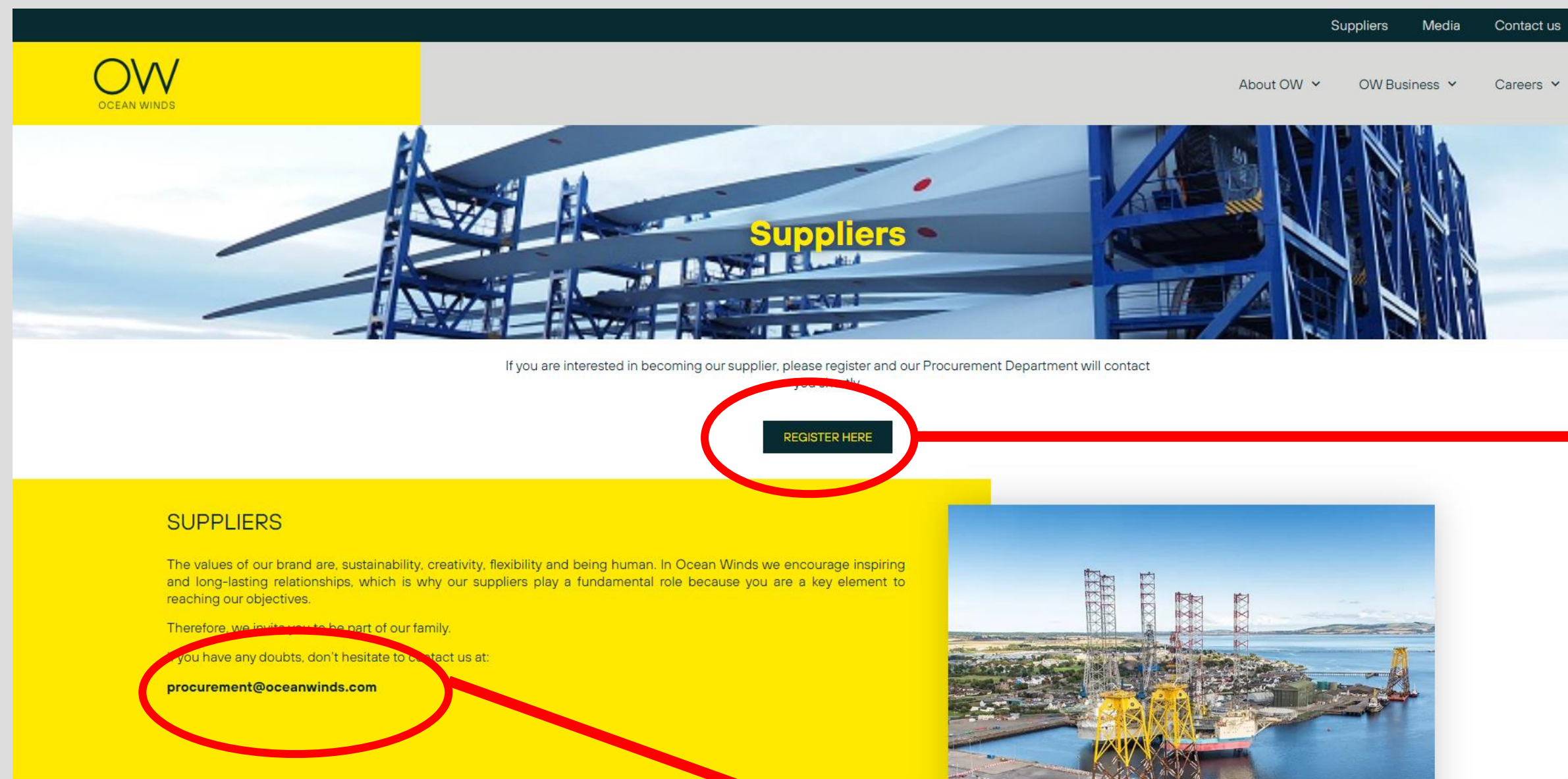


The screenshot shows the 'New Contractors' registration form. The form is titled 'New Contractors' and has a subtitle 'The aim of the form is to update the Contractor's Database with new Contractors and Services.' The form contains three main sections:

1. What is the name of the Contractor? (Please, write the full and accurate legal name of the Contractor!\*)  
Enter your answer
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  
☐ ROP Maintenance Services - Cables  
☐ ROP Maintenance Services - Foundations  
☐ ROP Maintenance Services - Foundations (Pileheads)  
☐ ROP Maintenance Services - Foundations (Abutments or Jacks)  
☐ ROP Maintenance Services - Offshore Cables (Along or Apart)  
☐ ROP 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 Installations  
☐ 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