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| <b>Attention:</b>   | To whom it may concern                   |
| <b>Date:</b>  | 6 <sup>th</sup> March 2018               |
| <b>From:</b>  | Oman Global Logistics Group SAOC (ASYAD) |

**Tender No: - C-004-18**

**Tender Title: Establishing Oman as a Food Hub**

Dear Sir,

Oman Global Logistics Group SAOC (ASYAD) invites 'Tenderer' to Tender for the Work or Services in accordance with the terms and conditions set down in the Tender Documents. If you are a successful Tenderer you shall be required to enter into a Contract in accordance with the Form of Agreement.

The Tender Documents shall comprise the following Sections:

- T1 Invitation to Tender (this letter including the pages attached hereto)**
- T2 Instructions to Tenderers**
- T3 Data to be submitted by Tenderer**
- C1 Form of Agreement (including Appendix "The Contract Schedule")**
- C2 Special Conditions**
- C3 General Conditions**
- C4 Scope of Services**
- C5 Schedules of Prices**
- C6 ICV Specifications**
- C7 Data Provided by Consultant**
- C8 Non- Disclosure Undertaking**

In the preparation and submission of the Tender, Tenderer shall comply with the Tender Documents. ASYAD reserves the right to disqualify the Tenderer if any of the requirements included in the Tender Documents are not met.

Yours faithfully,

**For Oman Global Logistics Group SAOC (ASYAD)**

**OMAN GLOBAL LOGISTICS GROUP S.A.O.C  
(ASYAD)**

**TENDER NUMBER: C-004-18**

**TENDER TITLE: Establishing Oman as a Food Hub**

## SECTION T1, INVITATION TO TENDER



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## 1 Tender Overview

### 1.1 About Oman Global Logistics Group

The Sultanate of Oman has commenced activities to consolidate its various government-owned companies into several holding companies grouped by type of business or industrial activity. Logistics has been identified as one of those key focus industries.

Oman Global Logistics Group (ASYAD) has been set up to consolidate the government owned Logistics companies (except the air sector). ASYAD has a mandate to develop Oman's Logistics capabilities and to foster investment opportunities in the Logistics sector.

ASYAD subsidiaries – only those that ASYAD owns 50% + (“the Group”) involved in the Logistics sector including: 3 ports, 3 free zones, 1 economic development company, 2 shipping and 2 ship management companies, 1 dry dock company, the post office, the bus company, the railway and potential additions to the list.

Oman plans to establish itself as a premier global Logistics hub by taking advantage of its geographic location at the cross roads of trade midway between Asia and Europe, along with connections to East Africa, the Indian Subcontinent and Iran. By using overland highways and rail service Oman will become a natural gateway into the GCC Countries avoiding the politically sensitive Straits of Hormuz and reducing the distance ocean carriers must travel to reach Ports in the Arabian Gulf.

ASYAD has also been tasked with implementing the National Logistics Strategy (NLS), formerly known as Sultanate of Oman Logistics Strategy (SOLS).

The successful implementation of NLS will enable Logistics to become a major contributor to the Oman economy, facilitating economic diversification, creating significant new employment opportunities and delivering improved performance rankings in key world operating indices. Thus, the result of NLS will make Oman a major global Logistics hub, leveraging its geographical advantages along with its significant recent investment in its Logistics infrastructure.

## 2 Brief Scope of Work

The consultant shall develop a feasibility study along with an implementation road map. The focus deliverables of this study shall be in 4 areas namely:

### a) Market Context:

- A full market assessment of global and regional food corridors, with demand and supply details
- Main players in the food hubs business.
- What are the market trends.
- What are the Sultanate's potential markets for both sourcing and selling products as per category type?
- Who are the competitors to Oman food hub? what are the competitive advantages of each competitor and of “Oman food hub”?
- What are the comparative strengths and weaknesses of competitors?
- What other potential market opportunities.

### b) Value Chain:

- Conduct a review of the global and regional supply chains in the food.
- Conduct a gap analysis, and identify shortfalls or strengths in infrastructure, storage and shipping/trucking capacity along with detailed requirements for quality improvement in Oman with regards to setting up a food hub

### c) Investment Requirement:

- Identify in detail the potential investments and the suitable Omani port/free zone or dry port or industrial estate to set-up a food hub based on a techno-economic analysis from the food perspective

- Identify and detail potential target markets that Oman’s food hub should focus on from commercial perspective and detail market development and go to market requirements in a form of a budget and a plan.
- Identify at least four food categories and identify under each category a minimum list up to 10 items (products) that should be included in a Bonded Warehouse.
- Identify the regulatory, fiscal and financial incentives required in the potential host port/free zone to create a unique value proposition to the food hub offering.
- Benchmark study of similar success business models across the regional and international markets along with developing a financial model that includes the financial feasibility of the investment and the cost requirements.

**d) Infrastructure:**

- Outline the future development (infrastructure and other) of each port, free zone, SEZ, & industrial estate within the food sector and its value to the economy if it is to host the food hub.
- Define what each port, free zone, SEZ & industrial estate in Oman currently and what further development in term of infrastructure and supporting services and environmental requirements or compliances etc are required to meet each segment requirements.

**Note:** a detailed scope of work can be found in section C4 of the Tender Document.

### 3 Requirement to participate in the tender:

- 3.1 Tenderer should have carried out feasibility studies that led to successful implementations of at least ten (10) mega food related project with value of minimum \$ 10 million/ each.

### 4 Requirements to Collect Tender Document

- 4.1 Tenderer document can be obtained from the Tendering website <https://etendering.tenderboard.gov.om> against non-refundable payment as mentioned below for each set of documents.

#### 4.2 Tenderer Details Sheet

- 4.2.1 To correctly identify the Tenderer and the Tenderer’s point of contact for this Tender Process, therefore upon purchasing the Tender Document, Tenderer shall immediately fill, sign and stamp Appendix 1 and present it by hand or scanned and forwarded via email, to the Tender Section.

#### 4.3 Tender Fee

- 4.3.1 The Tender Fee for this Tender is **RO 100/=** payable online.  
 4.3.2 For more details please call +968 24166670.

#### 4.4 Confidentiality Declaration

- 4.4.1 Prior to the submission of proposals, the Tenderer shall sign the attached Confidentiality Declaration (Appendix 2). The Confidentiality Declaration must be completed, signed by an authorised person, stamped with the Tenderers company stamp, and be presented, by hand or scanned and forwarded via email, to ASYAD tender section before the tender documents can be released to the Tenderer.

### 5 Clarifications Contact Point

- 5.1.1 All correspondences pertaining to the Tender inquiry must be online at the e-tendering system and sent to email ID [tenders@asyad.om](mailto:tenders@asyad.om)

## 6 Tender Bond

- 6.1.1 To ensure conformance of the Tender, ASYAD requires the Tenderer to issue a Tender Bond in the exact format detailed in Section T3. The value of this Tender Bond shall be indicated in Section T3. The Tender Bond shall be forwarded to ASAYD as part of the Technical Tender separately. The Tender Bond shall be enforced if Tenderer fails to submit and substantiate a conforming tender or has failed to accept award of the contract or purchase order. ASYAD reserves the right to reject any tender submitted without a Tender Bond.

## 7 Pre- Bid Clarification Meeting

- 7.1.1 A pre- bid clarification meeting may be held depending on the requirement during the bidding stage.

## 8 Outline Tender Process and Submission of Tender

- 8.1.1 The technical Proposal submission date and the commercial Proposal submission date are the same but the technical Proposal and commercial Proposal shall be submitted in individually sealed separate packages. the opening of the technical Proposal and commercial Proposal are the discretion of ASYAD.
- 8.1.2 The proposed Tender Process schedule is:

| Activity                                  | Date                        |
|---|-----------------------------|
| Issue of T1-Invitation to Tender          | 6 <sup>th</sup> March 2018  |
| Last date to collect the Tender Documents | 15 <sup>th</sup> March 2018 |
| Clarification Request Closing Date        | 22 <sup>nd</sup> March 2018 |
| <b>Tender Submission Date</b>             | 9 <sup>th</sup> April 2018  |

**Tenders to be submitted by 2:00 PM Oman local time on or before Tender Submission Date.**

## 9 Tender Award

If ASYAD considers Tenderer to be commercially a potentially successful competitor for the award of the contract, ASYAD may subject Tenderer to a further technical and financial evaluation. Only when a Tenderer satisfies ASYAD technical, financial and commercial requirements will a Contract be awarded.

ASYAD reserves the right to award the Tender on split basis or to award this tender one or more technically accepted tenderers.

**10 Appendix 1 – Tenderer Details for this Tender**

|   |  |
|---|--|
| Contract/ Tender number   | <b>C-004-18</b>  |
| Contract/ Tender title  | <b>Establishing Oman as a Food Hub</b>                                 |
| Full name of Tenderer   |  |
| Postal Address  |  |
| City  |  |
| Country   |  |
| Web site  |  |
| Office main tel number  |  |
| Country of registration   |  |
| Status in Oman  | Agent / locally registered branch office / Omani LLC / foreign company |
| Ownership details<br>(percentages and names,<br>indicate where Omani) | - XX% -<br>- XX% -<br>- XX% -  |

**Tenderer’s representative to which all Tender correspondence shall be addressed**

|                  |  |
|------------------|--|
| Name of person   |  |
| Fax number       |  |
| Telephone number |  |
| GSM number       |  |
| e-mail address   |  |

**Tenderer’s agent in Oman (if applicable)**

|  |  |
|--|--|
| Omani agent name   |  |
| Postal address   |  |
| Fax number   |  |
| Telephone number   |  |
| GSM number   |  |
| e-mail address   |  |
| Our Omani agent is permitted to pick up the tender documents on our behalf | Yes<br>No, we will pick up the documents ourself.<br>No, please send the documents to my foreign address stated above. |

Tender Documents Received by:

Signature .....

Resident Card No.....



## 11 Appendix 2 – Confidentiality Declaration

The undersigned ..... having its principal office ..... (The 'Tenderer') hereby declares vis-à-vis Oman Global Logistics Group SAOC (ASYAD), P.O. Box 470, PC 115 Muscat, Sultanate of Oman (The Company) to accept the following terms and conditions on which the Company is prepared to communicate to the Tenderer Certain Confidential Information pertaining to the Work under the above-mentioned Tender as hereinafter defined.

### 11.1 Definitions

#### 11.1.1 Confidential Information

shall mean all knowledge, data or information acquired by Tenderer from, or disclosed to Tenderer by the Company, or on behalf of Company, in connection with the Tender Documents, Clarifications and the Tender Process in writing, drawings, magnetic tapes, computer programs or in any other way, as well as all knowledge, data or information derived there from, to the extent that such knowledge, data or information at the time of such acquisition or disclosure is not either already in the unrestricted possession of Tenderer or part of public knowledge or literature.

#### 11.1.2 Confidential Record

Shall mean all Tender Documents, Clarifications and any other material containing Confidential Information.

#### 11.1.3 Third Party

Shall mean any party other than ASYAD or Tenderer.

### 11.2 Confidentiality

11.2.1 Tenderer shall preserve and cause its employees to preserve the confidentiality of any Confidential Information.

11.2.2 Tender shall not for any purpose other than the preparation and submission of a Tender disclose to any Third Party or enable any Third Party to note the fact that Tenderer has been invited to submit a Tender and/or, if applicable, the fact that the Contract is awarded to Tenderer; reproduce, copy or use, or disclose to, place at the disposal of or use on behalf of any Third Party or enable any Third Party to read, copy or use, any Confidential Information; except with the prior written consent of ASYAD.

11.2.3 The undertakings above shall continue insofar and for so long as the Confidential Information or Confidential Record in question has not:

- a) become part of the public knowledge of literature otherwise than through any act or default on the part of Tenderer; or
- b) been disclosed to Tenderer under an obligation to maintain secrecy by a Third Party (other than one disclosing on behalf of ASYAD who could lawfully do so and who did not derive such Confidential Information or Confidential Record from ASYAD).

### 11.3 Copyright

11.3.1 The copyright in any Confidential Record shall, in the absence of any express provision to the contrary thereon, be vested in ASYAD. Copyright in any record containing geological or geophysical data acquired or generated by Tenderer in connection with the Contract shall be vested in ASYAD.

### 11.4 Return of Confidential Record

11.4.1 If tenderer declines to submit a Tender or is notified that its Tender is unsuccessful, upon written notification thereof by ASYAD, tenderer shall destroy electronic copies and return all hard copy tender documents including addenda and clarifications to ASYAD.

**11.5 Third Parties**

11.5.1 Tenderer shall ensure that if under the terms of this confidentiality agreement any of the confidential information comes to the knowledge and/or in the possession of any third party, tenderer shall require from such Third Party that it shall abide by stipulations equivalent to those contained in this confidentiality agreement.

**11.6 Validity**

11.6.1 This confidentiality declaration shall be valid for a period of (five) 5 years from the date signed by the tenderer.

Agreed and accepted this

..... Day of ..... 2018

And signed by a duly authorized person on behalf of the Tenderer

\_\_\_\_\_  
(Signature)

Name: \_\_\_\_\_

Position: \_\_\_\_\_

For: \_\_\_\_\_

