

	
Attention:	To whom it may concern
Date:	14 th October 2020
From:	Oman Global Logistics Group SAOC (ASYAD)
Our Reference:	C-18-20 ASYAD's Talents Development Program

Tender No:- C-18-20

Tender Title: ASYAD's Talents Development Program

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)

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ASYAD
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.

1.2 Description of Scope of Service

1.2.1 ASYAD Group is a government-owned company which is focusing on the logistics sector, with 14 subsidiaries between fully-owned and joint venture. ASYAD Group have a diverse portfolio that includes ports, free zones, rail, dry dock, shipping, transport, post, and a maritime college. ASYAD is mandated to improve the performance of the Group's companies, and its vision is to become Top 10 Integrated Logistics Service Provider by 2040.

ASYAD is looking for top tier international training providers to provide the following programs:

- Leadership
- Commercial mindset

The training provider can bid for both programs or bid for the program that they can provide. ASYAD will accept 2 training providers or 1 to design and deliver the mentioned programs

1.1 Scope of Work:

1.1.1 ASYAD requires services for the design and delivery of a Leadership development program.

1.1.2 Asyad requires a training vendor to design and deliver a program with courses focusing on two areas of "Commercial Mindset course

Detailed scope of work can be found in C4 of the tender documents.

1.2 Stage 1: Mandatory Qualification (Go/ No Go) Evaluation

Sr #	Description	Go/No GO
1	Meet all required Tender Submission and documentation as per Instruction of the Tender Document	
	training provider should provide certificates that is internationally recognized Financial Times Executive Education 2020: the top 50 schools	

1.3 Stage 2: Technical Criteria:

Technical Evaluation Criteria	
A. Proposed curriculum and course content	30
100% of the training requirements as mentioned in the scope of services	
15 points: 100% of the training plan and structure address all aspects of the required competencies	
5 points: 60 % of the training plan and structure address all aspects of the required competencies	
3 point: 20 % of the training plan and structure address all aspects of the required competencies	15
15 points: training provider should provide certificates that is internationally recognized Financial Times Executive Education 2020: the top 50 schools	
10 points: training provider should provide certificates that are internationally recognized .	
5 points: training provider should provide certificates that are only recognized by Ministry of Manpower.	15
None of the above	0
B. Program Delivery	20

<p>The programs should have a mix of interactive techniques which, in addition to brief presentations by the consultant, exercises, puzzles, case studies, and video clips with extensive debriefs.</p> <p>10 points:</p> <ul style="list-style-type: none"> - Presentation, exercises, group work, case studies, and video clips with extensive debriefs. <p>5 points: Presentation and group work</p> <p>0 points: presentation only</p>	20
C. Training evaluation tools and methods	20
<p>Training tools and methods that are used to evaluate quality and effectiveness of the training.</p> <p>20 points: Assignments, pre and post questionnaires, exams and projects</p> <p>10 points: assignments</p> <p>2 points: exams</p>	20
None of the above	0
D. Trainer's qualifications and experience	30
<p>The trainer has demonstrated experience in the subject area</p> <p>10Points: minimum 15 years' experience</p> <p>5 Points: minimum 10 years' experience</p> <p>0 Points: minimum 5 years' experience</p>	15
<p>Availability of trainer testimonials and references from companies in Oman</p> <p>10 points: 5 references from 5 different companies</p> <p>5 points: 3 references from 3 different companies</p> <p>0 points: 2 references from 2 different companies</p>	15
None of the above	0

2 Requirements to Collect Tender Document

2.1 Tenderer Details Sheet

In order to correctly identify the Tenderer and the Tenderer's point of contact for this Tender Process, Appendix 1 shall be completed by the Tenderer and to be part of the technical proposal.

3 Tender Fee

- 3.1 The Tender Fee for this Tender is OMR 100/- (Non refundable) payable online through Oman Tender Board E tendering website.
- 3.2 Payable online: E-tendering
- 3.3 The Tenderer is only permitted to participate in one mode only via e-tendering system. Tenderers whom submit proposals in both modes (i.e. e-tendering and manual submission) will not be accepted.

4 Confidentiality Declaration

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 submitted to E tendering portal.

5 ASYAD Contact Point

All communication with ASYAD shall be through Clarification Requests via the eTendering portal. No Clarification Requests shall be entertained after the Clarification Request Closing Date.

6 Tender Bond

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 ASYAD as part of the Technical Tender under separate cover. The Tender Bond shall be enforced in the event that Tenderer fails 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

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

8 Outline Tender Process and Submission of Tender

The opening of the technical Proposal is as detailed in Section T3, Data to be submitted by tenderer, point 1.2.

The proposed Tender Process schedule is:

Activity	Date
Issue of T1-Invitation to Tender	14 th October 2020
Tender Documents available for collection	14 th October 2020
Final date for collection of Tender Documents	20 th October 2020
Clarification Request Closing Date	22 nd October 2020
Tender Submission Date	29 th October 2020

Tenders to be submitted by 02.00 PM on or before Tender Submission Date.

9 Tender Award

In the event that ASYAD considers Tenderer to be commercially a potentially successful competitor for the award of the contract, ASYAD may subject Tenderer to a further technical evaluation. Only when a Tenderer satisfies ASYAD technical 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	C-18-20 ASYAD's Talents Development Program
Contract/ Tender title	
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 (percentages and names, indicate where Omani)	- XX% - - XX% - - 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 No, we will pick up the documents ourself. 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 2020.

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

(Signature)

Name: _____

Position: _____

For: _____

