

UNITED ARAB EMIRATES
MINISTRY OF CLIMATE CHANGE
& ENVIRONMENT



الإمارات العربية المتحدة
وزارة التغير المناخي
والبيئة

Request for Proposal

Commercial Management, Operation and Maintenance of the Hatchery Facilities at “Sheikh Khalifa Marine Research Centre” in Umm Al Quwain

Date of Issue: 28 May 2017

Last Date for Submission: 31 July 2017



ABBREVIATIONS & TERMINOLOGY

MOCCA	Ministry of Climate Change and Environment
Ministry	Ministry of Climate Change & Environment
SKMRC	Sheikh Khalifa Marine Research Centre
MERD	Marine Environment Research Department
AED	Arab Emirates Dirhams
LOA	Letter of Award
LOI	Letter of Intent
O&M	Operation and Maintenance
PoA	Power of Attorney
RFP	Request for Proposal
UAE	United Arab Emirates
Applicant	Synonymous wordings for Tenderer or Bidder or Contractor



DISCLAIMER

- a) *This Invitation for RFP document is not an agreement and is neither an offer nor invitation by the Ministry of Climate Change & Environment (MOCCA) to the prospective Applicants or any other person. The purpose of this Invitation for RFP document is to provide interested parties with information that may be useful to them in the formulation of their Request for proposal (“RFP”) to this Invitation for RFP document. This Invitation for RFP document does not purport to contain all the information that each Applicant may require.*
- b) *The information given is not intended to be an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. MOCCA accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on law expressed herein.*
- c) *Some of the scope of work in the RFP is subject to addendum during the course of the project planning, design and execution stages. MOCCA & the selected Contractor shall mutually agree for the addendum on the financial proposals where required.*
- d) *MOCCA may, in its absolute discretion but without being under any obligation to do so, update, amend or supplement the information or assessment contained in this Invitation for RFP document. The issue of this Invitation for RFP document does not imply that MOCCA is bound to shortlist Applicants for next stage of the Selection Process for the Project and MOCCA reserves the right to reject all or any of the RFPs without assigning any reasons whatsoever.*
- e) *The Applicant shall bear all its costs associated with or relating to the preparation and submission of its RFP including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by MOCCA or any other costs incurred in connection with or relating to its RFP. All such costs and expenses will remain with the Applicant and MOCCA shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by an Applicant in preparation or submission of the RFP, regardless of the conduct or outcome of the Selection Process.*



1. INTRODUCTION

The Ministry of Climate Change and Environment (MOCCA) is dedicated in a manner consistent with the conservation and enhancement of fish resources and promoting sustainable aquaculture.

MOCCA intend to provide highest standards of developments and services with goal of improving the quality of life for the citizens of The UAE, and encouraging involvement in the life, economic, and activities of the Country. The MOCCA is committed to delivering quality services and capital projects that are responsive to business and community expectations, demonstrably cost-effective and subject to public accountability. This includes working in partnership with high special scientific operating organizations in the effective delivery of a wide range of works and services.

The Sheikh Khalifa Marine Research Centre (SKMRC) hatchery was initiated as part of the UAE's National Strategy towards Vision 2021 to safeguard the national fisheries and to enhance food security in the country. This project is to become one of the main providers of the essential requirements (fingerlings) needed for aquaculture development in the United Arab Emirates. The SKMRC hatchery is being developed in progressive phases: Phase 1 Hatchery has been developed with a production capacity of more than 25 million juveniles of species such as sea bream (*Sparus aurata*), and phase II (currently being developed and expected to be ready by end of 2018) with production capacity of more than 5 million juveniles of the same species or other commercial species such as grouper (*Epinephelus coioides*).

The hatchery of phase I & phase II facilities can be targeted for a production capacity of more than 30 million juveniles of commercial species, projecting the following major objectives:

- Creating an economic infrastructure branch to diversify the sources of national income based on knowledge economy and in accordance with best practices and global leading innovations
- Development of management and operation of commercial hatcheries with safe products of high quality and competitive prices using environmental responsible approaches
- Provision of the essentials (fingerlings) required to develop a sustainable aquaculture industry in the UAE

The Visionary Targets set forth are as follows:

1. Utilizing SKMRC hatchery facilities to support the aquaculture industry, by providing sustainably-produced, eco-traceable juveniles of commercial aquaculture species.
2. Provide the necessary services to develop a sustainable aquaculture industry in the UAE.



3. Assist in building the country's capacity in the aquaculture sector
4. To increase cooperation with the private sector to help develop new advanced but cheaper techniques of fish farming.

Thus, MOCCAE seeks to offer private partnership (public-private partnership (PPP)) program to operate SKMRC hatchery from December 2017 until December 2022, where the operator will cover all costs related to commercial & financial management, operation & maintenance (O&M), and sales & marketing of the juveniles produced. The profits will be solely for the operator under the conditions set forth and agreed upon by the MOCCAE.

MOCCAE shall provide the juvenile/fish Hatchery facility, including all land, buildings, structures, permanently affixed (bolted down or similar) equipment.

The conditions set forth by the MOCCAE for the operator to deliver are as follows:

- Expected Annual Commercial production Quantities (million) of the operator's preferred selected species with detailed production plans during the 5 years of operation of SKMRC hatchery (phase 1 & 2) - species selection should be based on a clear market study and specs of the fingerling sizes that will be sold and this study must be shared with the MOCCAE
- Expected to allocate not less than 10% of annual production quantities (million) per year for local fishermen with a selling price of 50% of its value
- expected to produce and deploy not less than 600 artificial caves annually according to MOCCAE specification for marine artificial caves at locations designated by MOCCAE
- Expected to develop a program that supports the local fishermen to reduce the burden on wild fish stocks and enhance the development of aquaculture in the country
- Provision of the Health Management Services to the small and medium size local fishermen producers that have purchased the fingerlings from SKMRC
- Provision of minimum 2 training workshops per year for UAE aquaculture producers (in both Arabic and English languages)
- Provision of technical know-how to the local aquaculture producers that have purchased the fingerlings from SKMRC
- Develop an Atlas of potential aquaculture sites in the United Arab Emirates within the first 2 years of operation
- Develop a Disease & Risk Atlas for the aquaculture use in the United Arab Emirates within the first 3 years of operation



The Contractor shall provide all personnel, tools, materials, vehicles, supervision, and other items and services necessary to operate and maintain the hatchery according to a performance work statement.

2. MARINE HATCHING FACILITY

2.1. Project Description



The “Sheikh Khalifa Marine Research Centre (SKMRC)- hatchery” is constructed on a land area at Umm Al Quwain, next to the existing Marine Environment Research Department (MERD) Hatchery near the Old Town of Umm Al Quwain (Figure 1). The site is located on a peninsula, next to the Sea and is easily accessible from the existing highways.

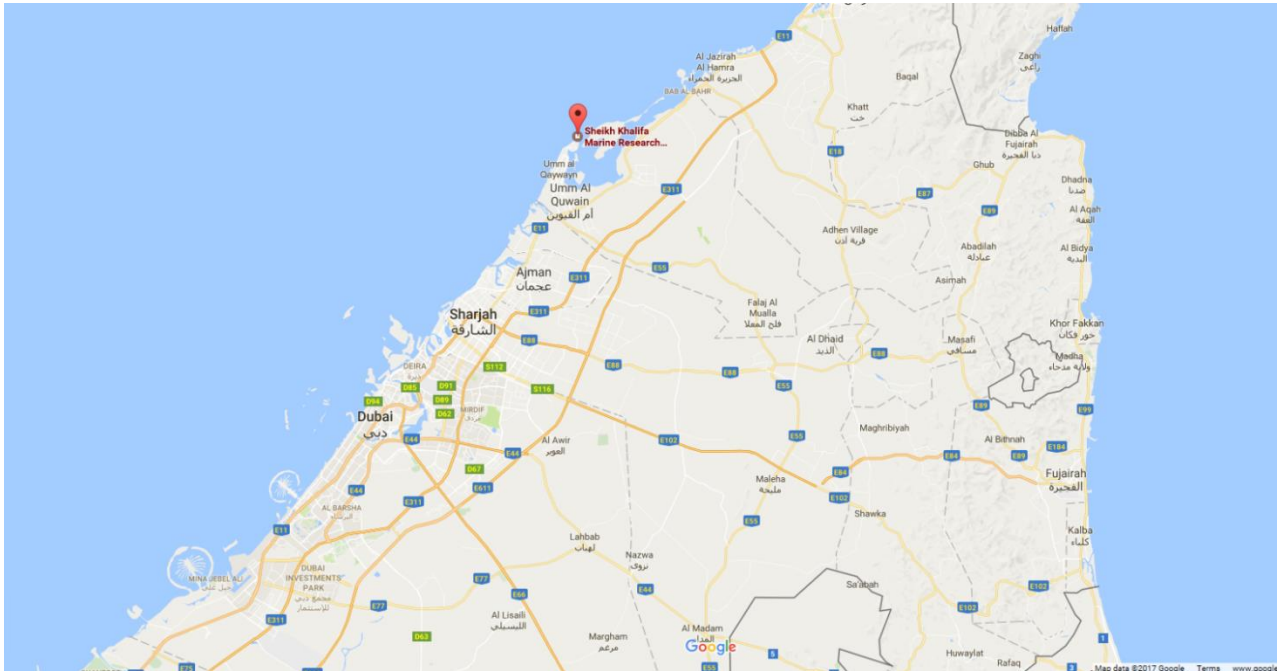


Figure 1: Sheikh Khalifa Marine Research Centre (SKMRC)- hatchery location

2.2. SKMRC- Hatchery Facilities (Phase One and two)

The following will be handed over to the selected Contractor/ Operator:

2.2.1. Site infrastructure

Roads, Parking Areas, Utilities Networks and some Landscaping.

2.2.2. Hatchery Facilities

1. The Brood stock Building

Consists of a bio-secure Entrance, Utilities, Wet Laboratory, Deep Freeze Room, Freeze Room, Concrete Brood stock Tanks and Recirculation Units.

2. The Office, Hatchery, Weaning and Nursery Building

- Consisting of a offices, bio-secure Entrance, Utilities, Wet Laboratory, Deep Freeze Room, Freeze Room, Cafeteria, Live Food Area, Egg Incubation and Larval Rearing Rooms with GRP Tanks, Recirculation units, etc.



- Nursery Section with Concrete Tanks, Weaning Section with GRP Tanks, Recirculation, Food Storage Room, etc.
- 3. Plant Room and Pump Station
- 4. Waste Water Treatment Plant
- 5. An Incinerator.

The detailed list of the facilities shall be provided to the shortlisted Tenderers.

3. ELIGIBILITY CRITERIA

Bidders for the RFP must have relevant experience in the field of managing and operating large scale commercial hatchery and aquaculture facilities, and shall include the following documents with their tender document:

- a) Statement of Capability (SOC) demonstrating skills, equipment, and personnel required to perform the specified type of services are available, or can become available if the contract is awarded.
- b) Examples of recent and relevant aquaculture and hatchery management experience within the last five (5) years.
- c) Examples of recent and relevant experience within the last five (5) years coordinating with other authorities/agencies regarding hatchery operations.
- d) Brief description of relevant experience complying with Biological Opinions and Hatchery Genetic Management Plans.
- e) Description of recent and relevant experience within the last five (5) years providing routine maintenance services at fish hatcheries.

4. INSTRUCTIONS TO APPLICANTS

4.1. Scope of RFP

- 4.1.1. Applicants are advised that the selection of the Contractor shall be on the basis of an evaluation by MOCCA through internal selection process. Applicants shall be deemed to have understood and agreed that no explanation or justification for any aspect



of the Selection Process will be given and that MOCCAE's decisions are without any right of appeal whatsoever.

- 4.1.2.** The Contractor shall be appointed for term of the Project – 5 years from date of approval, and extendable with mutual agreement with MOCCAE.

4.2. Conditions for Eligibility of Applicants

- 4.2.1.** Applicants must read carefully the minimum conditions of eligibility provided herein.
- 4.2.2.** Applicants eligible for participating in the Assignment shall be a single company or consortium of maximum two companies. For the purpose of this Invitation for RFP document, the company must be registered in the UAE.
- 4.2.3.** An Applicant should have, during the last 5 (five) years, neither failed to perform on any agreement, as evidenced by imposition of a penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award against the Applicant, nor been expelled from any project or agreement nor have had any agreement terminated for breach by such Applicant.

4.3. Conflict of Interest

- 4.3.1.** An Applicant shall not have a conflict of interest that may affect the Selection Process or the Assignment (the "Conflict of Interest"). Any Applicant found to have a Conflict of Interest shall be disqualified.
- 4.3.2.** MOCCAE requires that the Contractor provides professional, objective, and impartial advice and at all times hold MOCCAE's interests' paramount, avoid conflicts with other assignments or its own corporate interests, and act without any consideration for future work.
- 4.3.3.** MOCCAE shall not accept or engage in any assignment that would be in conflict with its prior or current obligations to other employers, or that may place it in a position of not being able to carry out the assignment in the best interests of MOCCAE.

4.4. Number of RFPs

- 4.4.1.** An Applicant or partners of the Applicant forming a consortium is eligible to submit only one RFP for the Assignment. An Applicant shall not be entitled to submit another RFP.
- 4.4.2.** The Applicant shall not form a partnership/consortium with any other Applicant/s who has submitted their own application for this RFP.

4.5. Cost of RFP

The Applicants shall be responsible for all of the costs associated with the preparation of their RFPs and their participation in the Selection Process. MOCCAE will not be responsible or in any way liable for such costs, regardless of the conduct or outcome of the Selection Process.



4.6. Site visit and verification of information

Tenderer are encouraged to submit their respective RFPs after visiting the Hatchery facility in coordination with MOCCAE and ascertaining for themselves the site conditions, location, surroundings, climate, access to the site(s), applicable laws and regulations or any other matter considered relevant by them noting the following points:

1. The Tenderer shall visit the Site and Hatchery Facilities, and shall be responsible for obtaining all information, which may be necessary for the purpose of submitting a Tender and entering into a contract. He shall carefully examine the Tender Documents and satisfy himself as to risks, obligations and responsibilities to be undertaken according to the Contract.
2. MOCCAE shall arrange the site visits for the Contractors or their representatives (not more than 2 members per Contractor) in two groups scheduled for two different dates as below:
 - a) 13 June, 2017 10 AM to 1 PM
 - b) 19 June, 2017 10 AM to 1 PM

Applicants/ Contractors shall confirm with MOCCAE about their date of visit.

3. The data included in the Tender Documents is given without any guarantee that the information is truly representative of the entire Site. The provision of this information shall not absolve the Tenderer from responsibility for making his own interpretation and judging the completeness of the information given.
4. Notwithstanding any information which may be contained in the Tender Documents, prior to submitting Tenders, the Tenderers shall make independent inquiries as to the work forming the subject of the Project as well as the prevailing local conditions and must generally obtain their own information on nature of existing site conditions, existing site services, existing buildings and Hatchery Facilities, the ongoing work by the existing construction contractor, and on all matters that may, in any way, affect the scope of work, prices, risks or obligations of the Tenderer, should the Contract be awarded. The Tenderer shall consider all such matters and possible contingencies affecting the entire scope of work. In addition to the examination of the Tender Documents, the Tenderers shall make whatever arrangements are necessary for them to become fully informed regarding all existing and expected conditions, the means of access to the site and the accommodation he may require and matters which might, in any way, affect the cost of execution of the Works during the period of O&M agreement.
5. Thus, it is desirable that each Bidder submits their Application after inspecting the site and the hatchery facilities; and ascertaining for itself the location, surroundings, access, transport, right of way or any other matter considered relevant by it.



6. Applicants/ Contractors can request for relevant information from MOCCAЕ which is readily available and which MOCCAЕ, at its own discretion can provide such information without incurring additional cost and/or losing time.
7. MOCCAЕ shall not be liable for any mistake or error on the part of the Bidder in respect of the above.
8. Any failure to fully investigate the Site and / or the foregoing instructions shall not relieve the Tenderers from responsibility for estimating properly any difficulties or procuring the successful execution of the Works.
9. Applicants are advised to keep all the information they have collected during the site visit and documents received in strict confidentiality, and shall not distribute or publish any part of the information received.

4.7. Acknowledgement by Applicant

4.7.1. It shall be deemed that by submitting the RFP, the Applicant has:

- a) made a complete and careful examination of the RFP document;
- b) acknowledged and accepted the risk of inadequacy, error or mistake in the information provided in the Invitation for RFP document or furnished by or on behalf of MOCCAЕ;
- c) satisfied itself about all matters, things and information, necessary and required for submitting an informed RFP and performance of all of its obligations there under; and
- d) acknowledged that it does not have a Conflict of Interest;

4.7.2. MOCCAЕ shall not be liable for any omission, mistake or error in the RFP submission on the part of the Applicant in respect of any of the above or on account of any matter or thing arising out of or concerning or relating to this Invitation for RFP document or the Selection Process, including any error or mistake therein or in any information or data given by MOCCAЕ.

4.8. Right to reject any or all RFPs

4.8.1. Notwithstanding anything contained in this Invitation for RFP document, MOCCAЕ reserves the right to accept or reject any RFP and to annul the Selection Process and reject all RFPs, at any time without any liability or any obligation for such acceptance, rejection or annulment, and without assigning any reasons thereof.

4.8.2. MOCCAЕ reserves the right to reject any RFP if:

- At any time, a material misrepresentation is made or uncovered, or
- The Applicant does not provide, within the time specified by MOCCAЕ, the supplemental information sought by MOCCAЕ for evaluation of the RFP.



- Such misrepresentation/improper response may lead to disqualification of the Applicant. If such disqualification/rejection occurs after the RFPs have been opened, such Applicants shall not be eligible for participating in the Selection Process.

4.8.3. The selected Contractor shall not form a consortium with any of the Applicants who have submitted their proposal for this RFP.

4.9. Amendment of Invitation for RFP document

4.9.1. At any time prior to the deadline for submission of RFP, MOCCAE may, for any reason, modify this Invitation of RFP document by the issuance of an Addendum.

4.9.2. Such Addendum to this Invitation of RFP document shall be posted by MOCCAE on its official website and shall be binding on all Applicants.

4.9.3. In order to facilitate the Applicants a reasonable time for taking an addendum into account, or for any other reason, MOCCAE may, in its sole discretion, extend the RFP Due Date.

4.10. Language

4.10.1. The Tenderer shall submit all the required documents in English, except for copies of licenses and permits which may be in Arabic. Applicants shall provide the translations of the documents if required.

4.10.2. All queries and communication related to the project can be in Arabic or English.

4.10.3. The Tenderer shall be required to submit in Arabic the summary of the reports during the course of their work after selection as Contractor, at their own cost.

4.10.4. The Tenderer shall have a representative/PRO with very good Arabic & English language skills- spoken & written.

4.11. Currency

The currency that shall be used for the purpose of submitting the financial proposals for this RFP and for all future purposes shall be only in UAE Dirhams –AED.

4.12. Submission and Acceptance of the RFP

1. The Applicant shall submit 3 hard bound copies of the RFP, and one soft copy on CD/ DVD.
2. The Applicant shall prepare one original set of the documents (comprising Key Submissions, Financial proposal, Qualification and Credentials) and clearly mark the same “ORIGINAL”. In addition, the Applicant shall submit 1 (one) copy of the



- documents marked “DUPLICATE” and 1 (one) soft copy. In the event of any discrepancy between the Original and the Duplicate, the Original shall prevail.
3. The RFP shall be typed or signed by the authorized signatory or a person holding the Power of Attorney for the Applicant in blue ink. All the alterations, omissions, additions, or any other amendments, made to the RFP shall be initialed by the person(s) signing the RFP.
 4. Applicants should note the RFP Due Date, for submission of RFPs. Applicants are reminded that no supplementary material will be entertained by MOCCAЕ after the due date, unless asked for by MOCCAЕ during the selection process.
 5. MOCCAЕ reserves the right to verify all statements, information and documents, submitted by the Applicant in response to the Invitation for RFP document. Failure of MOCCAЕ to undertake such verification shall not relieve the Applicant of its obligations or liabilities hereunder nor will it affect any rights of MOCCAЕ thereunder.
 6. In case it is found during the evaluation or at any time before short-listing and during the period of subsistence thereof, that one or more of the eligibility conditions have not been met by the Applicant or the Applicant has made material misrepresentation or has given any materially incorrect or false information, the Applicant shall be disqualified forthwith, by a communication in writing by MOCCAЕ without MOCCAЕ being liable in any manner whatsoever to the Applicant.
 7. The Applicant may modify, substitute, or withdraw its RFP after submission, provided that written notice of the modification, substitution, or withdrawal is received by MOCCAЕ prior to RFP Due Date. No RFP shall be modified, substituted, or withdrawn by the Applicant on or after the RFP Due Date.
 8. Any alteration/modification in the RFP or additional information or material supplied subsequent to the RFP Due Date, unless the same has been expressly sought for by MOCCAЕ, shall be disregarded.

4.13. Confidentiality

Information relating to the examination, clarification, evaluation, and recommendation for the selection of Applicants shall not be disclosed to any person who is not officially concerned with the process or is not a retained professional Consultant advising MOCCAЕ in relation to or matters arising out of, or concerning the Selection Process. MOCCAЕ will



treat all information submitted as part of the RFP, in confidence and will require all those who have access to such material to treat the same in confidence.

4.14. Clarification

1. To facilitate evaluation of RFPs, MOCCAE may, at its sole discretion, seek clarifications from any Applicant regarding its RFP. Such clarification(s) shall be provided within the time specified by MOCCAE for this purpose. Any request for clarification(s) and all clarification(s) in response thereto shall be in writing.
2. If an Applicant does not provide clarifications sought under Sub-Clause 2.14.1 above within the specified time, its RFP shall be liable to be rejected. In case the RFP is not rejected, MOCCAE may proceed to evaluate the RFP by construing the particulars requiring clarification to the best of its understanding, and the Applicant shall be barred from subsequently questioning such interpretation of MOCCAE.

4.15. Due Date & Place of Submission

The last date for submission of the RFP shall be **31 July 2017 before 13:00 Hrs.**

The RFP shall be submitted in sealed envelope/box with the following Title:

RFP- Commercial Management, O & M of the Hatchery Facilities at Sheikh Khalifa Marine Research Centre in Umm Al Quwain

The RFP with all the required documents shall be submitted in a wax sealed package at MOCCE main office located in Dubai:

Project Management Office

Room # 502, 5th Floor,

Ministry of Climate Change & Environment,

Al Hathboor Building (Near Canadian Specialist Hospital)

Dubai, UAE.

Contacts:

- **Project Management Office: 04- 2148 426 / 04-2148 444**
pmo@moccae.gov.ae
- **Technical queries contact: +9716 7655881 Ext. 22**
aquacultureteam@moccae.gov.ae

5. SCOPE OF WORK

It is proposed by MOCCAE to provide maximum flexibility to the Applicants/Operators in evaluating the technical, management, and production plans for providing high & efficient O&M



processes based on their experience with this scope and the type of fish that to be hatched and later sell to aquaculture industry.

Thus, MOCCAE seeks to offer private partnership (public-private partnership (PPP)) program to operate SKMRC hatchery from December 2017 until December 2022, where the operator will cover all costs related to commercial & financial management, operation & maintenance (O&M), and sales & marketing of the juveniles produced. The profits will be solely for the operator under the conditions set forth and agreed upon by the MOCCAE.

5.1. Operation & Maintenance

To achieve the recommended production from the SKMRC hatchery facility, the scope of work shall include but not limited to the following:

- 1) Operating the Hatchery facilities in a manner consistent with accepted Local (if any) and International Best Biosecurity Practices.
- 2) Develop business plan and it is not limited to key components as the following:
 - Executive Summary (Executive Summary will include a brief description of business idea, a mission statement, an overview of the industry, an overview of the goals & objectives of the hatchery, key competitive advantages, a snapshot of the marketing strategy, financial highlights, and a synopsis of key management personnel and advisors)
 - Background
 - Project Description
 - Vision, mission statement, an overview of the industry, an overview of the goals & objectives of the hatchery,
 - Legal Form of the operator
 - business environment analysis
 - Management Team and Organization
 - Site Analysis Summary
 - financial feasibility analysis model/program
 - Senior and technical Management
 - Operational Management
 - Senior Management's Responsibilities



- Compensation
 - Operational Plan
 - Marketing plan
- 3) Conduct the replenishment program in a manner that will avoid any significant environmental impacts resulting from operation the hatchery facilities
 - 4) Maintain and assess a management plan
 - 5) Continue to develop, evaluate, and refine hatchery operations to maximize the potential for achieving the goal of the program; and develop quantitative measures of success.
 - 6) Optimize the health of fish produced, thereby meeting a variety of management goals while protecting hatcheries and public waters receiving stocked fish from bio-security threats such as exotic species and fish pathogens.
 - 7) standards and guidelines for operating hatchery programs shall be developed based on the existing hatchery and the projects' goals, and then submitted with the technical offer:
 - Broodstock or eggs management to guide the selection of fish for broodstock and clearly show from where the broodstock will be taken from and why with accreditation certifications of free of disease and high quality of phenotype/genotype species.
 - Incubation, rearing and fish health management to guide hatchery operations following broodstock spawning
 - Monitoring and evaluation including marking/tagging programs to determine the performance and impacts of hatchery fish
 - 8) Fish produced should be qualitatively similar to natural fish in size, morphology, behaviour, growth rate, physiological status, health, and other attributes
 - 9) Deploy an efficient preventative maintenance program to ensure that building, equipment, tools, fixtures and other assets at the Hatchery facilities are kept in optimum, safe operating condition at all times.
 - 10) Plan and monitor shut down operations of the hatchery according to the production plan or at any unlikely natural disaster.
 - 11) Production of live feeds.
 - 12) Coordinating the various inter departmental functions of the hatchery.



- 13) Proper installation, operation and proper maintenance of pumps, filters and other equipment and systems.
- 14) Provide adequate training to ensure complete transfer of technology of entire operation & maintenance of systems/automation etc. to the successor Operator to the satisfaction of the MOCCAE.
- 15) Provide emergency procedure and plans to overcome operational risks and production loss.

The Contractor shall operate and maintain the entire Hatchery facilities under this contract through:

1. Bear all the costs incurred throughout entire hatchery facilities operation, maintain processes.
2. Bear all the requirements and marketing expenses of broodstock/eggs/fingerling production and to find channels for selling at local market demand and then regional and global markets
3. Bear all the responsibility and to take all necessary measures not to release fish broodstock/eggs/fingerlings of (non-local species) into UAE marine waters, in the case of occurrence.
4. Bear all the legal and financial obligations.
5. Recruitment and training of skilled personnel necessary to run the facilities (Management, Administration, Scientific, Technical and Labour) and pay for all their salaries.
6. Provision of all necessary equipment and materials necessary to run the Hatchery Facilities
7. Provision of all necessary Vehicles (Transportation Lorry to transport fingerlings, Lorry with Crane to move the Transportation Tanks, and any other necessary vehicles/ships to operate the facility in the best manner.
8. Provision of Liquid Oxygen Tanks at the hatchery, Oxygen Cylinders for the Transportation of fingerlings, CO2 Cylinders and any other gases necessary for the operation of the hatchery facilities and the transportation of the fingerlings .
9. Provision of all consumables necessary to operate the hatchery facilities (for feeding requirements, for laboratories, for fingerling release... etc.) .



10. Provision of service and maintenance of all the major equipment and it is not limited to (Sand filters, U.V.s, Drum filters, Biological filters, Chillers, RAS systems.....) by ONLY the authorized dealer, agent or service provider
11. Provision of building maintenance for all hatchery facilities.
12. Provision of energy (electricity), oxygen, water, fuel and any other necessary fuels for the operation of the hatchery facilities.
13. Selection and provision of enough fish to create Broodstocks for Natural, Early and Late photoperiod. It should be clearly stated from where this broodstock is taken from and why they have been selected with accreditation certifications of free of disease and high quality of phenotype/genotype species.
14. Provision of live feed master cultures.
15. Provision of any vaccination necessary to make sure the health of broodstock and fingerlings is optimized.
16. Carry out studies in conjunction with MOCCA to develop the best methods/techniques for aquaculture of local species. Provisions as well as all the costs for handling the juveniles/fish to release into the sea.
17. Provide MOCCA with a water quality analysis report every 3 months to prove that the water coming out of the hatchery is safe for the marine environment
18. Provision of full details for fingerlings marketing plan

The Contractor's offer will include a Method Statement that outlines the proposed methods for implementing the tasks required to achieve the above obligations. These methods include but are not limited to the following:

1. Organization Chart, Staff requirements, profiling, detailed job descriptions and work programs.
2. Protocol and SOPs for the Bio-secure Operation of the Hatchery Facilities and in Detail of the different Departments/Sections.
3. Clear demonstration that the facilities are capable of producing fingerlings on commercial scale when fully operational.
4. A Training program for the facility staff and its management that includes all aspects of technical procedures and result in the development of an operational manual including but not be limited to the following: biological techniques of the species cultures, the live food production, ensuring fish health is optimized (vaccinations if



necessary), the artemia hatching and enrichment as well as the grading, counting, catching, transportation, releasing and marketing of the fingerlings etc...

5. Prepare UAE products code that will apply hatchery products, according to international best standards
6. Prepare ISO Management System Standards, such as, and not it is not limited to ISO 22000 (Food Safety Management System), HACCP (Hazards and Critical Control Points), ISO 9001 (Quality Management System), ISO 14001 (Environmental Management System), and OHSAS 18001 (Occupational Health and Safety Management System).

5.2. Marketing

- The Contractor will solely be responsible for finding marketing channels in the UAE and abroad.
- The Contractor will solely be responsible for marketing sustainably-produced, eco-traceable and high quality juveniles with competitive prices
- The Contractor will be fully responsible all costs incurred for marketing plan

5.3. Emiratization Program (Capacity building among UAE National)

The Contractor shall aim to implement the Emiratization program In accordance with the UAE laws and regulations.

5.4. Reporting

1. The Operator shall prepare monthly, semiannual & annual reports on Hatchery operation and maintenance and submit to the MOCCA in both Arabic and English. The monthly reports shall be submitted before the 10th day of the next month.
2. Overall reporting formats shall be approved by MOCCA and may have to be modified from time to time as required and approved by MOCCA.
3. Operator may have to prepare and submit additional reports or presentations on particular matters and incidents as and when required by the MOCCA for each significant occurrence.



6. SUBMISSION OF PROPOSALS

6.1. TECHNICAL PROPOSAL

The technical proposal shall include the following

- 1) Statement of Site Visit and the review of any documents and drawings related to this project.
- 2) Method Statement
 - a. An outline of his proposed methods for implementing the operation and maintenance of the Hatchery facilities,
 - b. The co-ordination with the other contractors known to be operating on the site and any other factor that will allow the MOCCAE to properly evaluate the tender proposal.
- 3) Evidence of Tender's ability to complete works.
- 4) List of Executed similar Projects during the past 10 years, including photos, budget and brief description of these projects, physical size of the project, Annual construction budget and contract value, Construction period.
- 5) Schedule of Subcontractors and Material Suppliers -A list of proposed Subcontractors, suppliers and manufacturers including local firms, with particulars of the work which shall be undertaken by them. Each sub-contractor, supplier and/or manufacturer shall be subject to the prior written approval of the MOCCAE/MOCCAE Representative. The MOCCAE reserves the right to request that the Operator furnish him with details of the conditions and sub-contract appropriate to any particular sub-contractor, supplier or manufacturer should he so wish.
- 6) Schedule of Material Sources -proposed sources of local naturally occurring material and aggregate. Relevant experience and References Technical literature, brochures, catalogues, drawings, descriptive material etc. for the material/items/systems being proposed, as applicable.
- 7) A list of the items or equipment to be used on the O&M services, providing details of the make, model and year of manufacture together with numbers, types, use and capacities.
- 8) Resources (Manpower etc.) schedule – The Tenderer shall provide details of his proposed



manpower resources histogram for the entire duration of the O&M agreement, including for his sub-contractors and supplier which he intends to assign. The histogram shall be broken down into both staff and manpower and shall identify separately that which he has currently available within his existing resources.

- 9) Organization Chart an organ gram chart showing the proposed site staff and management organization, details of Key personnel's along with the CV, involved for the scope of this project.
- 10) Valid Commercial Trade License issued by UAE Municipalities
- 11) Evidence that the Tenderer has a local partner or agent (if any)
- 12) Joint Venture agreement (if any)
- 13) Authorized Signatory – The Tenderer shall insert the duly notarized 'power of Attorney' confirming that the name and signature of the company representative inserted as required in this document is duly authorized to sign for and on behalf of the company.
- 14) 'Certificate of compliance' for tender being in line with the tender documents. In addition to the documents issued to the Tenderer for the purpose of submitting a Tender, the following documents may be requested by the MOCCAЕ, and if so requested, shall be provided by the Tenderer after submission of the Tender.
- 15) Proposed mobilization plan for manpower to attend the Equipment Commissioning period before the actual period of operation.
- 16) And any further information or high efficient production practices may enhance the evaluation of the bidder and the production of the Hatchery facilities.

The Tenderer to submit the above document in chronological order as stated and elaborated above and the evaluation of tenders shall be based in the scoring of the above listed documents.

6.2. FINANCIAL PROPOSAL

6.2.1. Performance Bond

The Bidders shall provide their financial proposals with the following performance bond set by MOCCAЕ:



The selected Contractor shall submit an Annual Performance Bond of 10% of the total estimated investment cost

6.2.2. Financial Participation

The Bidders shall state their conditions / proposals for financial participation with MOCCAIE by providing the details below with an O & M period Dec 2017 to Dec 2022:

1. Provide estimated annual operating and maintenance costs based on the production capacity of the facility at (million fingerlings per year):
 - Utilities
 - Rentals
 - Fuel
 - Salaries
 - Raw materials (includes broodstock, live or artificial feeds, etc.)
 - Spare parts
 - Logistics
 - Insurance
 - Veterinary Services
 - Maintenance Service Contracts
 - Vehicles
 - Office
 - Others
2. Types of fish species
3. Estimated annual revenue and profit
4. Set Percentage of fingerlings that will be allocated to sell to local fishermen at 50% of selling value
5. Payment terms
6. Other details

7. OTHER CONDITIONS

7.1. MOCCAIE 's Responsibilities

- 1) MOCCAIE shall provide the preliminary reports of the project if available
- 2) MOCCAIE shall provide the approval letter to the successful Contractor
- 3) MOCCAIE shall coordinate with the concerned local authorities, to get all the permits, licenses, and NOCs for the Contractor to carry out their tasks in time.

7.2. Disincentives



- 1) In case of failure of the selected Contractor to carry out the tasks successfully within the stipulated timeframe, the offer may be withdrawn giving 1 months' notice at the discretion of the MOCCAE.
- 2) If the Contractor fails to comply with any of the clauses of the agreement after entering into the same with MOCCAE, the agreement will be terminated on three month notice.

End

