

Kuwait Oil Company

Commercial Support Group
Supplier Relationship Management Team

PRE-QUALIFICATION OF CONTRACTORS AND MANUFACTURERS

Jan-2023

www.kockw.com



إحدى شركات مؤسسة البترول الكويتية
A Subsidiary of Kuwait Petroleum Corporation

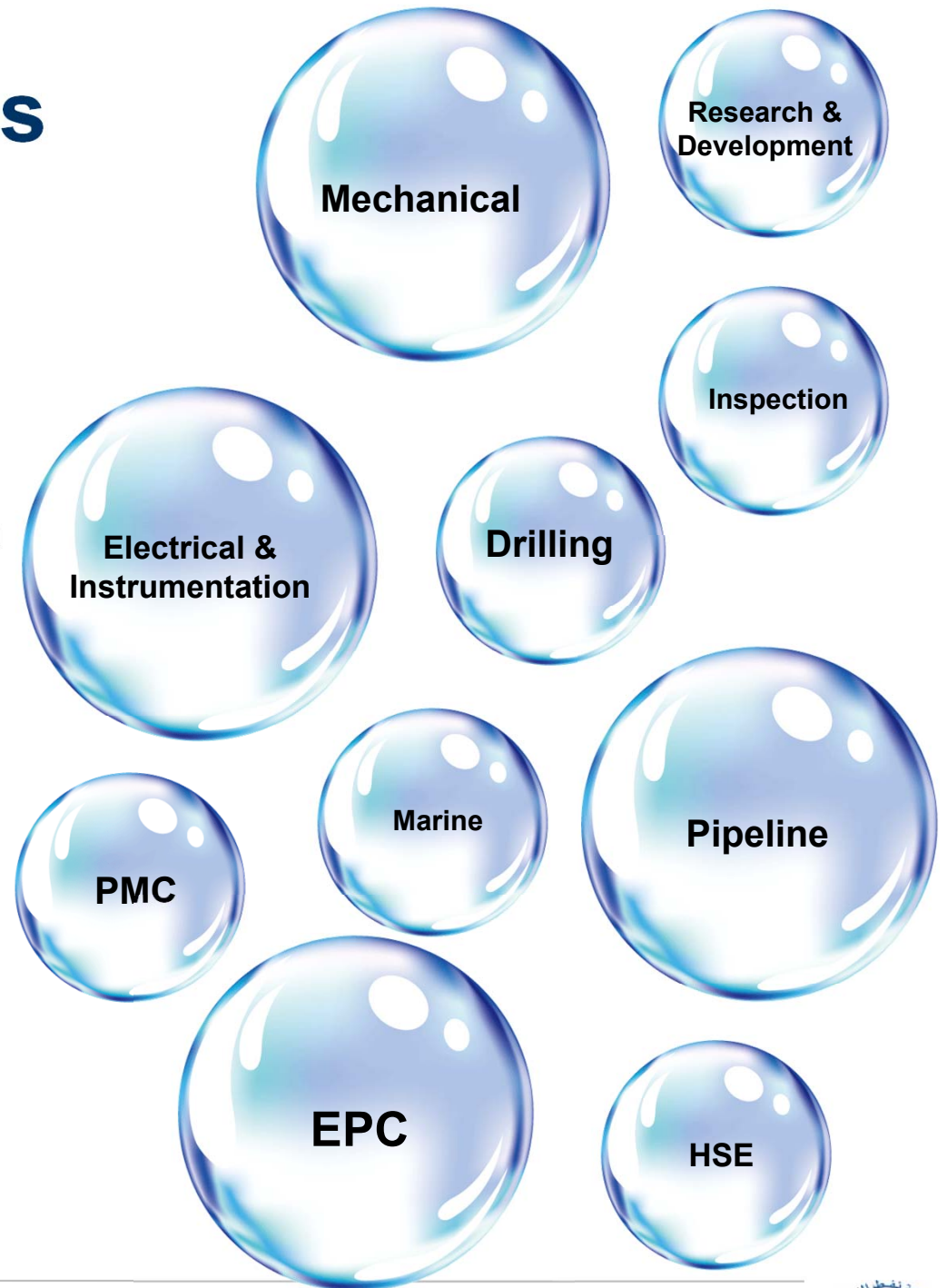
Introduction

- Kuwait Oil Company (“KOC”) conducts a thorough pre-qualification exercises with an objective to obtain lists of qualified contractors/manufacturers, who possess the experience, has the capabilities and the credentials, with solid financial stand and applying up to date high standards (HSE/Quality) to provide upstream and midstream works/services/products.
- KOC implements OPEN ONGOING prequalification concept through Supplier Relationship Management Team, whereby interested contractors/manufacturers can apply for prequalification under any of the existing categories.



Established Categories

- 118 main categories of works/services with a total of 196 sub-categories
- 135 main categories for products with a total of 248 sub-categories



Established Categories

- These categories of works and products are covering wide range of services & products, such as and not limited to the following:

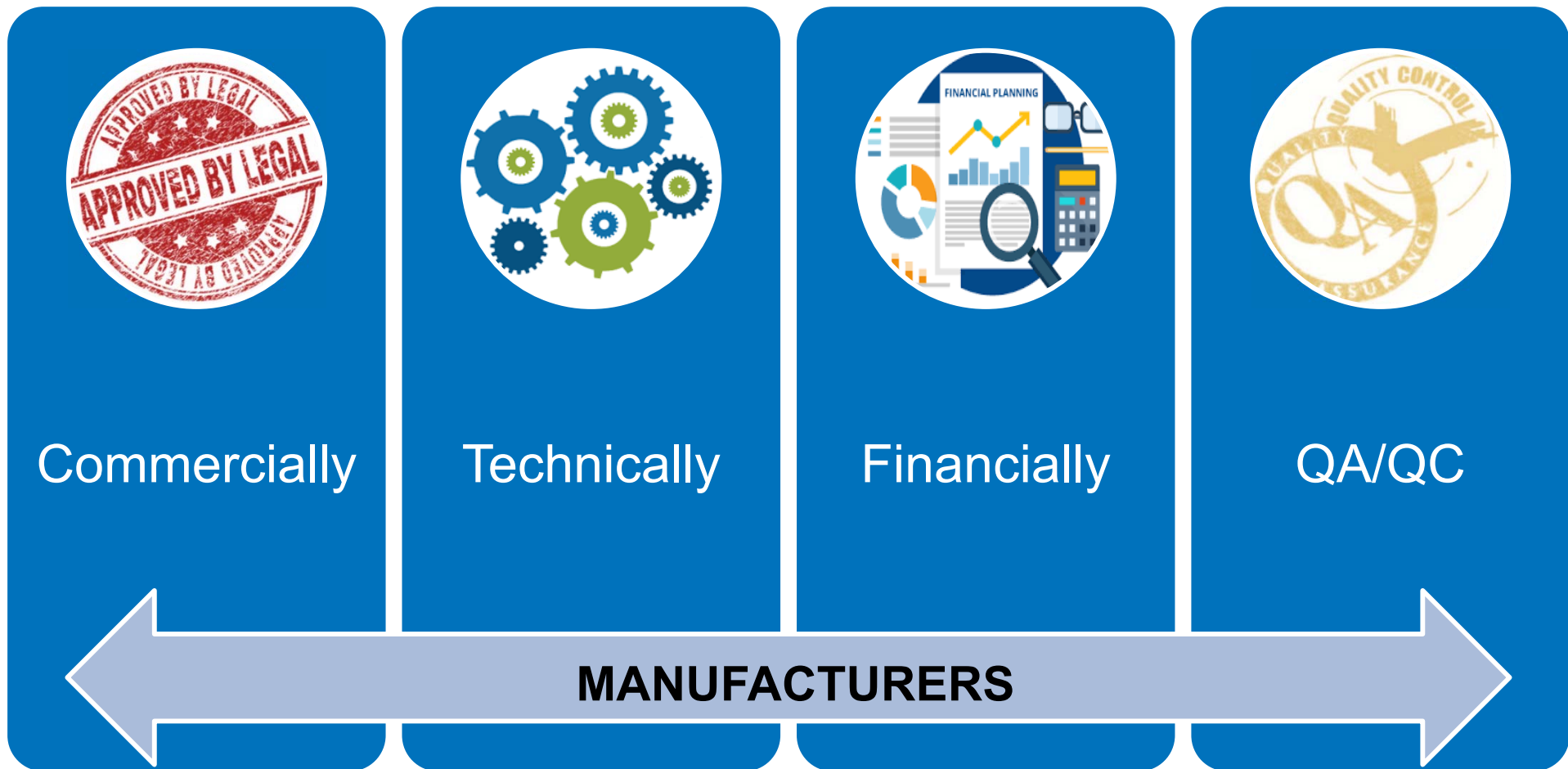
| Services / Contractors | Products / Manufacturers |
|---|---|
| <ul style="list-style-type: none"> ▪ EPC Projects ▪ Drilling Operations And Services ▪ Well Surveillance ▪ Inspection, Corrosion & Protection Services ▪ Pipe Lines & Flow Lines Works ▪ Marine Services ▪ HSE & Environmental Consultancies & Services ▪ Mechanical & Maintenance Works ▪ Geophysical Works/Specialties ▪ Gas Services ▪ Recruitment Services ▪ Security And Fire Services ▪ Information Technology... etc. | <ul style="list-style-type: none"> ▪ Pipes ▪ Pipe fittings ▪ Pumps ▪ Valves ▪ Gauges ▪ Protective equipment ▪ Liner hangers ▪ Chemicals ▪ Electrical and Instrumentation items ▪ Drilling Items / OCTG (casing, tubing & premium connections) ▪ Process Equipment ▪ Lifting equipment ▪ Fire items ▪ HSE Items ... etc. |

Evaluation Process

- All Pre-qualifications Applications received shall be evaluated as follows:



Evaluation Process (Cont'd)



Evaluation Process (Cont'd)

- The applicant should be accepted under the above areas in order to be considered as an approved/qualified
- During evaluation, clarification process may be conducted, in order to clarify/requesting any missing documents or information
- Applicant shall allow KOC to visit its premises/ facilities to verify and explore its capabilities (if required)



Process For Establishing New Category

- Based on the Company's need, a new PQ exercise shall be issued with open and preferred date for submittal, applications should be received within this period, to finalize initial approved list for the new category of work/products
- Advertisement shall be published for the respected new prequalification exercise in Kuwait Official Gazette and selected local / GCC and International newspapers
- A new category of works/products shall be established



Introducing New Services / Products to KOC

- Contractors/Manufacturers offering new services, products or expertise which are not covered under any of the Company's existing established categories shall be treated as a New Service/Product Providers
- Service/Product Providers shall submit their request through submitting their complete profile of their experience and resources with clear description of the type of services/products that can be provided to the Company
- Such requests shall be forwarded to the concerned Teams/Groups for their evaluation and to determine the KOC's needs



Areas For Consideration

Contractors:

- Only legal established entities can be pre-qualified.
- If the applicant entity is a wholly owned subsidiary or a part of group of entities, then the PQ application must be submitted by the entity who shall actually perform the services/work in the event a contract was awarded.
- Prequalification shall be granted for the applicant's entity only and shall not include prequalification of any parent or sister or subsidiary companies.
- Separate PQ application is required for each category of work.



Areas For Consideration

Manufacturers:

- KOC Pre-Qualifies manufacturers only (not assembler/ System Integrators/ Suppliers/ Stockiest) (unless specified).
- Manufacturers Should have their own design, manufacturing & testing capabilities through well organized management system.
- Separate Application is to be submitted for each Manufacturing facility and for each category
- Manufacturers Should have minimum 5 years of proven manufacturing experience in the same business.
- Evidence of having applicable international monogram/ certifications such as ISO / ASME / API / ASNT / NB ...etc.
- Experience with international Oil & Gas companies are mandatory for most categories of works and products.
- All approved contractors/manufacturers are subject to periodical verification



Frequently Asked Questions

- What is the duration to get qualified with KOC?

As soon as the PQ application received by KOC, the evaluation process will start, the average duration is 1~2 months, however it depends on the PQ submittal itself, whether it is fulfilling all the requirements, or clarification rounds are required.

- Being an international entity, should I have a local agent to get prequalified?

No, Local agent is not mandatory requirement during prequalified stage, the international entities can submit their PQ application directly to KOC.



- What sort of action entities need to take if they are exempted from issuing audited financial statements?

Audited Financial Statements for the recent three years are mandatory to conduct the required financial evaluation, if an entity doesn't have these statements for some reason, they may relay on a parent company (if available) in accordance with related conditions, or they have to prepare these statements to proceed further.

How to Apply for Pre-qualification

- 1- Visit www.kockw.com
- 2- eBusiness
- 3- Scroll down the page to Contractors PQ or Manufacturers PQ
- 4- Fill in the relevant application electronically
- 5- Submit the application online.

The following link offers a step by step video presentation on how to submit an online PQ application

https://ebusiness.kockw.com/Videos/PQ_Participation.ppsx

Contact Us

- Single point of contact for communications with contractors and manufacturers with respect to prequalification or introduction of any new services or products to KOC :
 - Team Leader Supplier Relationship Management
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THANK YOU

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