

The Hashemite Kingdom of Jordan

Jordan Oil Terminals Company

Request for Proposals

For

**Replacing Existing Rope type Safety Lifeline
system with Rail Rack Rigid System for ASTPP at
Jordan Oil Terminals Company**

No 03/2025

March 2025

Pursuing Government Purchasing Regulation

No. 08 / 2022

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Definitions

ASTPP : Amman Strategic Terminal for Petroleum Products.

AOT : Aqaba Oil Terminal.

HQ : JOTC Head Quarter.

JOTC : Jordan Oil Terminals Company.

JPRC : Jordan Petroleum Refinery Company.

RFP : Request for Proposals.

1. Introduction

1.1. Preamble

The Jordan Oil Terminals Company (JOTC) is the first independent, open-access storage provider in Jordan offering world-class storage, handling, transportation, aviation fueling, and bunkering services for local and regional clients in the petroleum industry. JOTC offers an integrated set of oil storage and logistics services across Jordan. Additionally, JOTC designs builds, operates, and maintains its storage terminals to meet and exceed regulatory and international standards.

JOTC's establishment came as part of the Government of Jordan's plan for restructuring and liberalizing the downstream petroleum sector. The plan followed the expiry of Jordan Petroleum Refinery's (JPRC) concession agreement in 2008, which had granted JPRC exclusive rights to refine crude oil, trade, and market petroleum products in Jordan.

Founded in 2015, JOTC is a private shareholding company, wholly owned by the Government of the Hashemite Kingdom of Jordan. JOTC serves two goals in Jordan's energy sector: to guarantee the security of the oil supply of Jordan and to promote competition in the downstream petroleum market by providing its services to customers according to the open-access principles on a non-discriminatory basis.

To ensure our services are provided on a fair, reasonable, and non-discriminatory basis, we abstain from purchasing, selling, or trading petroleum products in the local market; hence guaranteeing our status as an independent storage provider.

1.2. JOTC Facilities

a) Aqaba Oil Terminal (AOT):

AOT Terminal has been specially designed and built to become Jordan's gateway of petroleum products imports. This dynamic, automated terminal has been designed to make the storage and handling of Gasoline and LPG smooth and hassle-free. With its current capacity combined with Aqaba's South Terminal, Aqaba Oil & LPG Terminal will be able to meet the current and future demand for petroleum products imports to Jordan, the terminal has been built in accordance with the highest standards of quality and the best international practices. It has (6) floating roof tanks with the size of 20,000 m³ each, (3) LPG spheres with the size of 3,760 m³ each, and (15) loading bays.

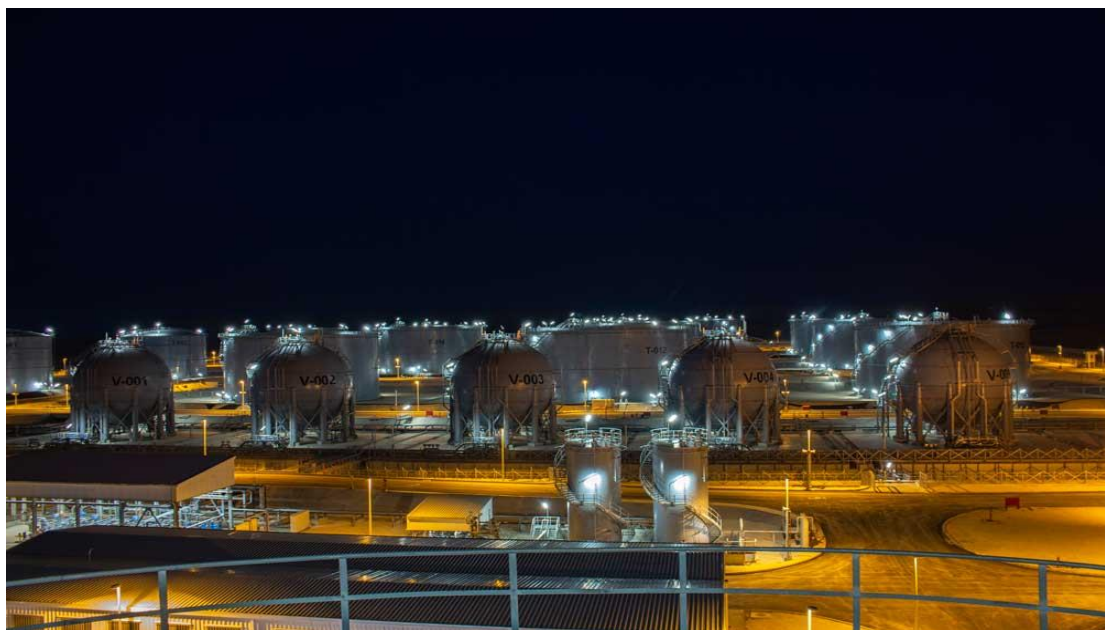
https://www.jotc.com.jo/DetailsPage/JOTIC_En/OurTerminalsEn.aspx?ID=33



b) Amman Strategic Terminal for Petroleum Products (ASTPP):

ASTPP terminal is the biggest petroleum product reservoir in the Kingdom. Covering Jordan's demand for (34) days, this terminal is Jordan's most strategic asset and will be primarily used for the storage of the country's strategic stock of petroleum products. The Amman Strategic Terminal has state-of-the-art infrastructure installed to meet world-class standards, making it one of the region's most advanced terminals. This mega terminal total storage capacity is 439,000 m³. It has (14) tanks for petroleum products ranging in size from 18,000 to 34,000 m³, (5) LPG spheres with sizes of 3,760 m³ each, and (14) loading bays.

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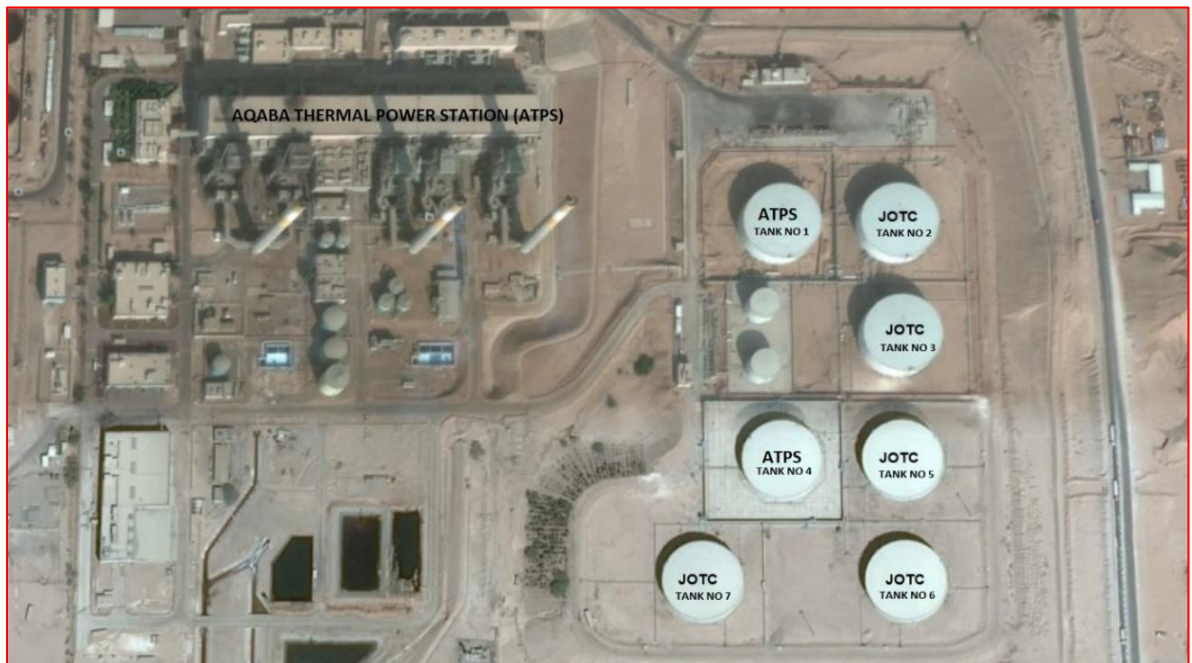
c) Heavy Fuel Oil Tanks in Aqaba Power Thermal Plant:

JOTC owns five Heavy fuel oil tanks at Aqaba thermal power plant premises with a total capacity of 210 thousand tons.

Aqaba power plant is on the southwestern border of Jordan, approximately 22 km south of the town of Aqaba and 1 km from the Red Sea. The plant site is some 35 meters above sea level and located in the middle of an industrial area. The power plant contains seven heavy fuel oil tanks. The power plant, including the tanks was built in two stages, at 1985 stage I was built including tank no. 1,2 and 3 and in 1996 stage II was built including tanks no. 4,5,6 and 7.

Out of the seven tanks JOTC owned (5) tanks with a size of 42,000 m3 each, the tanks which are owned by JOTC namely no. 2,3,5,6,7 while tanks no. 1 to feed stage I and tank no 4 to feed stage II remained with Aqaba thermal power station property, to maintain backup fuel sufficient for 14 days in case the main fuel / natural gas is interrupted, keep in mind that stage one with tank no. 1 become out of service since one year ago, and JOTC will acquire it, and stage two was will be out of service 2025 and JOTC will quire tank no 4.

[Aqaba Heavy Oil Terminal- JOTIC \(jotc.com.jo\)](http://jotc.com.jo)



d) JOTC Head Quarter (HQ):

The headquarter is located at Al Abdali-Boulevard, 36 Sulaiman Al Nabulsi St. "2nd " Floor, Amman, Jordan.

2. Background

JOTC hereby requests proposals from specialized companies with proven documented experience in conducting similar assignments, to provide the following services (hereinafter called “**Services**”): **(Replacing Existing Rope type Safety Lifeline system with Rigid Rail Rack System at ASTPP for Jordan Oil Terminals Company)** More details on the **Services** are provided in the Terms of Reference (**Annex 1**).

This RFP is published in accordance with the **Government Purchasing Regulation No. 08/2022** in addition to the instructions, terms, and conditions described herein. Participating Companies should have in-depth knowledge and experience, understanding of the key issues and best practices in relevance. Proposals should be comprehensive and detailed. JOTC is seeking capabilities which will ensure that the objectives of the assignment are achieved effectively.

3. Instructions to Bidders

RFP NO. (No. 03/2025).

1. **The client:** - Jordan Oil Terminals Company (JOTC).
2. **Applicable law:** - the law of the Hashemite Kingdom of Jordan, all aspects of this RFP through and including any contracts that may result shall be governed by the laws of the Hashemite Kingdom of Jordan (HKJ).
3. Bidders must adhere strictly to all requirements of this RFP **and Government Purchasing Regulation No. 08/2022 and its instructions**. No changes, substitutions, or other alterations to tender requirements stipulated in this Request for Proposal document will be accepted unless approved in writing by the JOTC.
4. The Bidder shall not submit alternative proposal(s). Alternative proposals will be returned unread.
5. **JOTC** reserves the right to cancel/withdraw this RFP without providing reasons and with no legal or financial implications to **JOTC**.
6. **JOTC** takes no responsibility for the costs of preparing any proposals and will not reimburse any Bidder for the cost of preparing their proposal whether successful or otherwise.
7. Bidders are responsible for the accuracy of information submitted in their proposals. **JOTC** reserves the right to request additional original copies of any relevant documents submitted for review and authentication prior to awarding the contract.
8. The Bidder may modify or withdraw its proposal after submission, provided that written notice of the modification or withdrawal is received by **JOTC** prior to the deadline prescribed for proposal submission. A withdrawal notice may also be sent by email, the notice of withdrawal shall be addressed to **JOTC** at the address in this RFP and bear the contract reference.

9. Bidders are not allowed to contact **JOTC** or their employees on any matter relating to this proposal after the official closing date and till the contract is awarded. Any effort by any Bidders to influence **JOTC** and its employees, in the proposal evaluation, proposal comparison, or contract award decision will result in the rejection of the bidder's proposal.
10. **JOTC** will reject a proposal for award if it determines that the bidder has engaged in corrupt or fraudulent practices in competing for the contract in question.
11. This Request for Proposals shall be considered an integral part of the signed contract.
12. The Bidder is obliged to submit the tender bid bond (bank guarantee or certified bank cheque) with an **amount (3% from financial proposal JOD)**, (with the technical and financial proposals).
13. Upon the contract signature and the award notification, the selected Bidder is requested to submit a **performance guarantee with an amount** (10% of the contract amount) valid until the completion date of the assignment.
14. This RFP does not obligate **JOTC** to award a contract for the assignment, **JOTC** reserves the right to change the RFP schedule without notice.

4. Preparation of proposals

In preparing the Proposal, the Bidder is expected to examine the RFP in detail. Material deficiencies in providing the information requested in the RFP may result in rejection of the Proposal.

The Proposal, as well as all correspondence and documents relating to the Proposal exchanged between the bidder and the Client, may be in English or Arabic languages.

The proposals shall remain valid for a period of at least (120) calendar days after the proposal submission deadline, it must be stated in the submitted proposal that they will remain valid for this period. Once a proposal is accepted during this period, the price quoted in the proposal must remain unchanged for the entire period of the resulting contract unless otherwise agreed during negotiations.

Any information additional to the primary requirements of this RFP and considered necessary shall be provided in a SEPARATE section of the proposal with appropriate reference.

JOTC will make its best effort to complete the negotiations within the proposal's validity period. However, should the need arise, JOTC may request, in writing, all Bidders who submitted Proposals prior to the submission deadline to extend the Proposals' validity period.

5. Submission of Proposals

1. The proposal's submission date is **24-Apr-2025**. online submission only will be accepted.
2. Any questions pertaining to this RFP should be submitted via email to (the procurement department, **procurement@jotc.com.jo**). Questions must be submitted no later than **(6-Apr-2025, by 03:00 pm, Jordan Local Time)**.
3. Answers will be provided to all no later than **(10-Apr-2025, by 03:00 pm, Jordan Local Time)** by return email. Answers to all questions raised by all shortlisted Bidders will be shared with all Bidders to ensure that all relevant parties are operating with the same information.

6. RFP Schedule

Table 1.1 - RFP Schedule

Activity	Date
RFP Released	12-Mar-2025
The last day for purchasing RFP	26-Mar-2025
Site Visit	1-Apr-2025
Written Questions Submitted	6-Apr-2025
Answers to Submitted Questions	10-Apr-2025
Closing Date for Proposal Submission	24-Apr-2025

7. Format of proposals

7.1. General

- Proposals must be submitted in English language.
- Any information additional to the primary requirements of this RFP and considered necessary shall be provided in a SEPARATE section of the proposal with appropriate referencing.

7.2. Format of Technical Proposal

The Technical Proposal shall not include any financial information. A Technical Proposal containing material financial information shall be declared non-responsive and his proposal will be rejected.

A. Table of Contents.

There must be a table of contents outlining the sections and sub-sections in the proposal including supporting documents and literature.

B. Cover Letter

The cover letter must include the following:

- Company name, address, telephone number, fax number, and e-mail address.
- Name of person(s) who will be the principal contact authorized to make commitments for the Service Provider/Consortium.
- Statement declaring the accuracy and completeness of ALL information provided in the RFP including commitments and compliance of conditions and terms by the Service Provider.

C. Executive Summary

- Overview: A concise summary of the proposal, highlighting the key objectives, proposed approach, and anticipated outcomes.

D. Technical specifications

7.3. Format of Financial Proposal

- Company/Bidder name, address, telephone number, fax number, and e-mail address.
- Name of person(s) who will be the principal contact authorized to make commitments for the bidder/consortium.
- Statement declaring the accuracy and completeness of ALL information provided in the RFP including commitments and compliance of conditions and terms by the bidder.
- The Financial Proposal should clearly state all bidders' costs.
- The Prices currency shall be in Jordanian Dinar (JOD).
- The Prices Shall exclude Sales Taxes.
- The Bidders are required to state whether its terms and conditions are in accordance with those stated in this RFP and the Government Purchasing Regulation No. 08/2022 and its instructions, which has financial implications. Should deviations arise, the Bidders should state the differences and provide explanations. The Bidders are also encouraged to provide any additional information that may make its Financial Proposal more favorable. Payment terms are to be agreed upon mutually, taking into consideration JOTC point of view not to release any payment before supplying, installation and successful approved commissioning unless payment to be against bank guarantee as down payment.

8. Proposals Evaluation

All responses to this RFP will be evaluated technically and financially, and the winning proposal will be selected based on “best value” in terms of technical superiority as well as cost-effectiveness. Technical and Financial Proposals shall be reviewed by a selected committee and evaluated in accordance with the following procedure: -

The bidder’s proposals shall be thoroughly evaluated according to the following criteria. The overall evaluation will be based on the following:

The total score achieved for the overall evaluation is (100%), which shall be utilized to identify the awarded Company. Nevertheless, the technical and financial proposals will be opened together. Awarding will be to the lowest proposal price providing full compliance with RFP.

a. Tender’s Compliance Sheet.

Bidders shall carefully read each item in the following Tender’s Compliance Sheet and confirm whether they are **Comply** or **not comply** with each listed item. Reference in Bidder’s proposal column shall be filled wherever applicable.

No.	Description	Bidder’s response	
		Comply / Not Comply	Reference in Bidder’s proposal
1	The bidder shall have Minimum of 5 years of experience and certification in safety lifelines system field including design calculation, installation and certifications.		
2	Installer and Inspector shall have an authorization letter directly from manufacturer allowing him to perform the installation and inspection.		
3	Perform the installation and inspection according to related ANSI/OSHA/EN standard.		
4	Quality/Installation to be according to ANSI & OSHA Standard.		

9. Terms and Conditions

9.1. General Terms & Conditions.

The following terms and conditions are not negotiable, and all Bidders shall comply with them. Each proposal’s response should clearly note the bidder’s acceptance of the terms and conditions listed below.

- 9.1.1. The Bidders are required to comply with all the instructions, procedures, terms, and conditions described in this document. Failure to do so may cause the proposal to be disqualified and rejected.

- 9.1.2. Bidders must provide all requisite information under this RFP and clearly and concisely respond to all points set out in this RFP. Answers shall be provided to specific questions in a clear and precise manner and must refer, where appropriate, to the page or paragraph number in supporting manuals, documentation, or brochures. Any proposal, that does not fully and comprehensively address this RFP, may be rejected. However, unnecessary elaborate brochures or other presentations beyond that deemed sufficient to present complete and effective Proposals are not encouraged.
- 9.1.3. Where the Bidders are unwilling to accept certain conditions of the RFP Specifications, this non-acceptance must be clearly stated in the proposal.
- 9.1.4. This is an RFP document only, and in no way, obligates JOTC to award any contract. This solicitation is subject to the detailed Terms of Contract and the resultant award will be governed by these specific Terms of Contract detailed hereto.
- 9.1.5. JOTC reserves the right to amend or delete any part of this RFP or any document forming part of this RFP at any time without prior notice in order to give effect to any change in policy or to correct any error, omission, ambiguity, or inconsistency that may arise after the issuance of this RFP. In the event of any amendments to this RFP document, all tenderers will be notified accordingly.
- 9.1.6. JOTC reserves the right to approve each member of the assignment team and the right to approve the replacement of any assignment team member.
- 9.1.7. Following submission of the proposals and their final evaluation, JOTC reserves the right to retain unsuccessful proposals and all related attachments. It is the responsibility of the tenderers to identify any information of a confidential or proprietary nature contained in its proposal so that it may be handled accordingly.
- 9.1.8. Bidders must adhere strictly to all requirements of this RFP and Government purchasing Regulation No. 08/2022 and its instructions, no changes, substitutions, or other alterations to the technical specifications of requirement stipulated in this Request for Proposals document will be accepted unless approved in writing by the JOTC.
- 9.1.9. This RFP contains no contractual proposal of any kind; any proposal submitted will be regarded as a proposal by the Bidders, and not as an acceptance by the tenderers of any proposal by JOTC. No contractual relationship will exist except pursuant to a written contract document signed by the authorized official of the JOTC and by the successful tenderer chosen by the JOTC.

9.2. Financial Terms.

The Bidders should take into consideration the following general financial terms when submitting their proposals: -

- 9.2.1 All prices should be quoted in Jordanian Dinars.
- 9.2.2 The price quotes shall be free of sales tax (such as VAT), duty, and any other governmental taxes. Such taxes should be itemized separately.
- 9.2.3 In no case may the selected tenderer invoke a hiatus or an oversight in the description of the work components in the tender documents or claim

inadequate explanations for seeking any price increase or any release from contractual liabilities.

9.2.4 The tenderer shall clearly specify in the financial proposal its limitation of liability under this engagement.

9.2.5 Prices shall be final and not subject to revision from the time of entering into force of the contract until the end of contractual obligations.

9.2.6 Price quotes shall include any necessary service to be provided by the selected Bidders (even if such services are not expressly enumerated) in order to ensure a satisfactory fulfilment of the contract, as well as any other expenses incurred by the selected Bidders, e.g. travel, accommodation, daily subsistence, telecommunication, postal charges.

9.2.7 The proposal shall be signed by the Bidder (a person or persons) duly authorized to bind the Bidder to the contract. The latter authorization shall be indicated by duly legalized power of attorney.

9.3. Negotiations.

9.3.1 Prior to the expiration of the validity of the proposal, JOTC shall notify the successful Bidder that submitted the highest scoring proposal (based on the technical and financial evaluation) in writing and will invite for contract negotiations. JOTC reserves the right to invite the second-ranking tenderers for parallel negotiations.

9.3.2 Negotiations will normally take from three to five days. The aim is to reach an agreement on all points as defined in this document and to finalize a draft contract by the conclusion of negotiations to be reviewed and signed by both parties.

Annex (1) – Scope of Work

Each bidder should attend the site visit to evaluate the scope of work and submit technical and commercial offer.

Awarded bidder shall replace the existing safety lifelines (flexible rope safety lifeline) at all loading bays and two inspection area with new type is a rail rack rigid system (Fixed overhead falling system, zero deformation) with extension to be 15m instead 14m, the following scope is needed:

- 1- Remove the current system (Rope lifeline) with all accessories including structure and supports at all loading bays (14 bays) and inspection area's (2 Inspection Area).
- 2- Installing rigid rail rack system (15.0 m) continuous lifeline includes 2 trollies for two users + cutting the old supports and installing the new system + Shifting up the lifeline level. This to be applied on 14 bays/2 Inspection areas.
- 3- Retractable type fall arrestor device to be included for 16 points, to be compliant with EN 360:2002.
- 4- Testing and certification by consultant according to standard EN795B.

The awarded bidder shall provide a guarantee and warranty letter after finish from installation.

Note:

- No of loading bays + Inspection Areas = 16.
- All rigid lifelines, track, trolleys and hangers need to be designed in accordance with A.N.S.I. Spec No. Z359.1-1992 and OSHA Std.1926.502.
- The Safety lifeline system shall comply with EN795.
- All safety lifeline accessories shall comply with related EN standards.
- System is explosion proof.
- Certified for 3 users at the same time.
- Final scope of work will be defined clearly after site visit.