

OPERATIONAL REQUIREMENTS

1. Introduction – requirements regarding operational support and cooperation

Operational support

The ARK fleet consist of approx. five vessels of which one vessel will be on full time charter to the ARK project, and the other vessels will be on Lease Back.

The small number of vessels on time charter has not justified manning of the ARK project with expertise on certain maritime management areas normally conducted by an owners vessel management organization. The areas in questions are especially, but not limited to:

- Ships and Cargo insurances (charters PI club, extra war risks etc)
- Handling of stowaways
- Cargo claims handling
- Stevedore damages
- Market developments (knowledge of what is happening on the market and what might happen in the future to come with regard to marked development, trends and requirements for additional tonnage) and
- Provision of assistance in exploiting available vacant tonnage in the case of sea lift requirements for additional RORO or other type/size of vessels.

It is therefore of importance to JMTO to what extent the Bidder is able to support the ARK project on these matters. Each pertinent area offered will be evaluated positively in the evaluation process.

Operational cooperation

Further, during operation under the ARK project the vessel will regularly trade world wide, and will on occasion be required to operate outside the 'normal sphere' of trading. This will require hands on operation of both the ARK Administration and the operational department of the Bidder, and will from both parties require a large extent of flexibility and understanding of the operation in order to operate and react under difficult or unforeseen circumstances. This is not only in terms of physical requirements but also military strategic considerations.

Thus the foundation of the ARK Project is based on a close relationship and cooperation with the vessel providers, with whom there is a close continuous dialogue about the deployment and operation of the ARK vessels.

Experiences from the present ARK project have proven that the required close cooperation and mutual understanding is possible and very beneficial for both parties and consequently an important factor in the evaluation of the Bids.

2. Evaluation of the Bidders proposed operational support and cooperation

2.1 Evaluation of operational support

The Operational Evaluation will be conducted based upon Bidders description of how and to what extent the Bidder as part of the Bid will support and assist the ARK project in operating the vessels on charter to the ARK within maritime management areas normally conducted by an owner's vessel management organization.

The cost for the support and assistance offered, if any, shall be issued together with the rate submission in Annex A.

The areas in questions are especially, but not limited to, the areas mentioned in section 1 above.

A wide and effective support will be evaluated positively.

2.2 Evaluation of operational cooperation.

The evaluation of the proposed operational cooperation between the Bidder and JMTO will be conducted based upon Bidders description of how the Bidder proposes to cooperate with JMTO in regard to the vessels offered to the ARK and takes into account how and to what extent the proposed cooperation can be of specific positive value to the ARK project.

It will be evaluated positively that single point of contact is established within the Bidders organization in order to establish a close and beneficial cooperation with the ARK project.

Further it will be evaluated positively the more the Bidder in the description of the proposed cooperation demonstrates a large extent of flexibility and understanding of the ARK project in order to operate and react under difficult or unforeseen circumstances.