

21st November 2023

Dear Industry Colleague,

RE: OPERATING MARGINS (“OM”) – INVITATION TO TENDER – Ariba Reference: WS1688428508

This Invitation to Tender is made in respect of National Gas Transmission plc’s (“**National Gas**”) latest OM procurement exercise.

OM Service Requirement

The Gas OM Service enables the delivery of a change in the rate of gas flow to or off-taken from the NTS which manages sudden changes in supply or demand that cannot be met by normal trading/balancing arrangements. In addition, OM allows time for National Gas to reconfigure the NTS or for the market to deliver additional supply and can protect against the need to declare emergency conditions to ensure normal commercial market operation can be maintained where possible. In the event of an emergency, OM can also be used to manage the safe and orderly rundown of the NTS.

National Gas procures capacity and access to a volume of gas for OM on an annual basis in line with both the requirements of Section K of the Uniform Network Code (UNC) and the obligations detailed in the National Gas Safety Case.

Tenders are invited from Storage, LNG Importation with Storage, or Demand Reduction service providers to meet the 2024/25 forecast OM requirement of 919 GWh.

Changes for the 2024/25 Tender

Following feedback from previous tenders, there are two important changes that participants should note for the 2024/25 tender.

- **The Gas Capacity (Storage) Agreement has now been split into two variants:**
 - One contract for where the Service Provider is the Facility Operator
 - One contract for where the Service Provider is a 3rd party User at a Storage site

Tender packs have been developed in accordance with the above, tender pack 1a is to be completed by OM providers who are also the Facility Operator and 1b is to be completed by a third party who is a Storage User of the relevant facility. If you are unclear as to which tender pack to complete, then please contact us.

- **Credit Security provision** - the addition of Deposit Deed as an additional credit cover within the Gas Capacity agreement, this can be found within Schedule 7.

E-sourcing

National Gas will be using the electronic ARIBA portal for the submission of tender responses, and encourage you to register on ARIBA, if you do not have an account and, or wish to familiarise yourself with the portal by Wednesday 22nd November 2023; in order for you to gain access and prepare for tender submission. Alternative methods of tender submission are not allowed.

If you have not received an email directly from ARIBA inviting you to the tender event by 22nd November 2023, please contact National Gas by emailing Richard Loukes (richard.loukes@nationalgas.com) and Andrea Godden (andrea.godden@nationalgas.com)

All users who do not have an Ariba account will be required to register, which can be accessed via Ariba Supplier at the following link <https://supplier.ariba.com/>

Once you have registered for an account, you will need to email Richard Loukes (richard.Loukes@nationalgas.com) and Andrea Godden (andrea.Godden@nationalgas.com) requesting to be invited to tender for the OM event in Ariba Sourcing by completing the following table.

Ariba Supplier ID Number	
Company Name	
Ariba Key Contact Name	
Ariba Key Contact Email Address	
Ariba Key Contact Mobile Number	

National Gas will verify the information provided prior to approving login credentials and invite the tenderer to participate with an auto generated email.

Please be advised that the portal inviting tenders for the OM service year 2024/25 is now open. The portal, created within the “Ariba Sourcing” online environment, shall be open for about six (6) weeks (closing at 13:00 (GMT) on Monday 8th January 2024) and can be accessed via the following link once you have registered and received the auto generated invitation to participate email. <https://sourcing.ariba.com/>

Once you have logged in you will be able to:

- Read the Invitation to Tender
- Download, Populate and Attach Tender Pack(s)
- Read and agree to the Terms & Conditions
- Submit Tender(s)

There is an OM Ariba Webinar available as part of the tender documentation below which details the registration and tender submission process.

Tender Documentation

Documentation relating to this Invitation to Tender is now available on National Gas’s website:

[Operating Margins \(OM\) | National Gas](#)

The following documents have been published:

- This Invitation to Tender (ITT) Letter
- Tender Guidance Document
- Tender Pack 1a – Facility Operator (Gas Capacity)
- Tender Pack 1b – Storage User (Gas Capacity)
- Tender Pack 2 – Gas Delivery (LNG)
- Tender Pack 3 – Gas Delivery (Demand Reduction)
- OM Tenderers Contract Response Form
- Operating Margins Agreements
 - Gas Capacity Agreement – Storage – Facility Operator
 - Gas Capacity Agreement – Storage – Storage User
 - Gas Delivery Agreement – LNG Storage
 - Gas Delivery Agreement – Demand Reduction

OM Timeline

The key dates for this procurement event are as follows:

Activity	Date
Tender Opens	Tuesday 21 st November 2023
OM Tenderers Contract Response Form Submission Deadline (only required if amendments are proposed)	13:00 (GMT) on Monday 11 th December 2023
Tender Submission Deadline	13:00 (GMT) on Monday 8 th January 2024
Tender Assessment	9 th January 2024 – 12 th February 2024
Tender Results Notification	During Week Commencing 26 th February 2024
Contract Issue and Acceptance	March /April 2024
Service Commencement	05:00 BST hours on Wednesday 1 st May 2024

All tenders must be received by the prevailing National Gas e-sourcing tool no later than **13:00 (GMT) on Monday 8th January 2024**.

OM Contract Terms

National Gas is subject to its Gas Transporter Licence obligations to ensure a tenderer does not obtain any unfair commercial advantage from a preferential or discriminatory arrangement as against another tenderer. This means that National Gas cannot substantially deviate from the terms published in the template OM Agreement. **Therefore, proposed contractual amendments should only be submitted if they are deemed reasonably necessary to reflect the type and technical characteristics of the relevant site.** Any changes that tenderers wish to propose to these template OM Agreement terms (or alternative terms) must be captured on the standalone



OM Tenderers Contract Response Form, must be submitted to Richard Loukes (richard.loukes@nationalgas.com) and Andrea Godden (andrea.godden@nationalgas.com) **no later than 13:00 (GMT) on Monday 11th December 2023**. Such proposed amendments will be factored into the assessment of the tenders.

Further Information

For further information and a more detailed explanation of the procurement process, please refer to the OM Tender Guidance Document.

Should any party wish to arrange further discussions directly with National Gas, please request a meeting at your earliest convenience. Alternatively, please contact me should you have any queries.

Yours sincerely
For and on behalf of
National Gas Transmission plc

Richard Loukes
Senior Contract Officer
National Gas Transmission plc