



Announcement of PTT Public Company Limited

Registration Number 0107544000108

PR No. 1110022445

Subject: Bid for Digital Transformation Assessment Program

As PTT Public Company Limited intends to invite written Bid for Digital Transformation Assessment Program

Place of delivery at Reference to PTT's Terms of Reference

Within Reference to PTT's Terms of Reference

according to the conditions/detail/drawing and the documentation attached to the announcement, which shall be considered as part of this

Instruction to Bid, as follows:

- Terms of Reference	1 Set
- Form of Power of Attorney	1 Page
- Form of Bank Guarantee	1 Page
- PTT Supplier Sustainable Code of Conduct	1 Set
- Price Bid Form	1 Page
- Sample Contract	1 Set

Person who is interested may purchase Bid Documents at the price of Baht - per set (Vat included) from 06 December 2024 to 13 December 2024 during 09:00 - 15:00 hours (NOTE : In the case that the bidder is already registered in the PTTVM system, bidder can request the bid documents through the PTT Bid Submission according to date/time specified in the announcement.

Contact: PTTVendor@pttplc.com or Tel. 02-537-1555.) as follows:

- Commercial Procurement Division, Strategic Procurement and Administration Department, 6 Building, 1st Floor, PTT Head Office, 555 Viphavadi-Rangsit Road, Chatuchak District, Bangkok 10900 Tel. +662-537-2066 (MR. APISITH KOOLVISOOT Tel. 025371602)

- PTT Bid Submission (<https://pttbidsubmission.pttplc.com/>)

Pre-Bid Conference for clarification shall be held at Microsoft Teams Meeting (Bidder shall receive meeting invitation link after 3:00 PM on 13 December, 2024) and on 16 December 2024 Registration for the Conference shall be during 13:45 to 14:00 and conference shall commence at 14:00 hours. (Speaker MR. TANNITI SETAPANICHPOL Employee ID No. 570129 Tel. 025372964)

The bidder who does not attend the pre-bid conference shall be ineligible to tender.



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Submission of Bid Price, evidence and technical documents shall be on 27 December 2024 at 09:00 - 15:00 hour, as follows:

- Commercial Procurement Division, Strategic Procurement and Administration Department, 6 Building, 1st Floor, PTT Head Office, 555 Viphavadi-Rangsit Road, Chatuchak District, Bangkok 10900 Tel. +662-537-2066

Announced on 06 December 2024

(MR. TRIPOOM PUNKITI)

Commercial Procurement Division Manager

Commercial Procurement Division

เกณฑ์การพิจารณาคัดเลือกที่ดิน

ชื่องาน: Digital Transformation Assessment Program

(PR 1110022445)

Topic of Consideration	Weight	Criteria for Consideration
1. Expertise in Business Process Optimization, Workforce Enablement, and Customer References and Feedback (20%)	20	<ul style="list-style-type: none">• Process Optimization (5%): Proposals will be evaluated based on the bidder's experience and methods for optimizing core business processes, such as procurement, operations, and portfolio management, with a focus on leveraging digital technology to achieve lean and efficient workflows. Reference projects with higher value and complexity will receive higher scores. Case studies should include process maps showing "before" and "after" states and demonstrate quantifiable outcomes (e.g., cost savings, cycle time reductions). Preference will be given to evidence approved by customer-authorized representatives, such as signed endorsements or letters.• Workforce Enablement (5%): Points will be awarded for demonstrated approaches to enhancing workforce capabilities, including structured training programs, post-training skill assessments, and change management practices that empower employees and embed digital skills. High-value projects with detailed case studies showing improvements in employee engagement and digital skill adoption will score higher. Customer-authorized evidence, such as endorsements or references, is preferred but not mandatory.• Customer References and Feedback (10%): Proposals will be evaluated based on reference letters or documented success stories from high-value projects, particularly in similar industries or organizational contexts of PTT. Projects with multiple customer references, particularly those demonstrating measurable impact, high value, and complexity, and accompanied by positive

		<p>feedback, will receive higher scores. Preference will be given to references that include customer-authorized evidence, such as letters from an authorized representative or project sponsor, highlighting outcomes like efficiency improvements, organizational agility, or value realization.</p>
<p>2.Team Qualifications and Experience (20%)</p>	<p>20</p>	<p>Bidders should demonstrate team’s qualifications, focusing on industry-relevant experience, cross-disciplinary expertise, and familiarity with Thai regulations and cultural norms.</p> <ul style="list-style-type: none"> •Project-Specific Experience (9%): Points will be awarded based on the direct experience of the proposed team members in similar digital transformation projects, in Oil and Gas Industry, which has structure/environment close to PTT. Each team member’s resume should highlight relevant project roles, with case studies or references demonstrating outcomes like efficiency gains and compliance with industry standards. •Specific Expertise (6%): Points will be awarded based on the expertise of the proposed team members in key areas, including Trading, Oil and Gas business, Value Chain Optimization, Investment and Portfolio Management, Financial Management, IT infrastructure (including cloud, AI, and governance), Procurement, and large-scale Transformation programs. •Localize Expertise (5%): Team leads, and key members should be Thai nationals or fluent in Thai with proven experience in Thai-specific regulatory and cultural contexts, such as PTT policies and local laws. Evidence of experience with Thai clients.
<p>3.Methodology for Sustain, Change Management, and DTO Enablement (15%)</p>	<p>15</p>	<ul style="list-style-type: none"> •Sustainable Approach (5%): Proposals will be evaluated on how well they address the long-term sustainability of the transformation, including frameworks and action plan for maintaining and scaling digital initiatives and establishing governance practices. Bidders should provide examples of previous sustainability strategies, client testimonials on long-term success, and governance practices.

		<ul style="list-style-type: none"> •Change Management (5%): Bidders must present a structured and proven change management methodology and action plan that supports organizational alignment, stakeholder buy-in, and cultural adoption of digital initiatives. Points will be awarded for detailed change management plans, stakeholder engagement strategies, and post-implementation adoption metrics from past projects. •DTO Enablement (5%): Proposals should include a comprehensive plan for embedding skills across the entire DTO structure, including but not limited to PMO, to enable PTT’s internal teams to independently drive and sustain digital transformation projects post-engagement. Points will be awarded for frameworks and action plans that ensure effective skill transfer, document past successes in enabling DTO capabilities, and include internal feedback reports from similar clients.
<p>4.Proposal Presentation (30%)</p>	<p>30</p>	<ul style="list-style-type: none"> •Clarity and Understanding of Scope (5%) Points will be awarded for a well-structured and clear proposal that demonstrates a deep understanding of PTT’s objectives, strategic context, and the challenges involved in this transformation initiative. Proposals should provide an assessment of PTT’s industry-specific risks and regulatory challenges, with solutions mapped to similar experiences in energy or related sectors. •Strategic Approach and Roadmap (15%) Bidders require to demonstrate their expertise as a global consultant by presenting preliminary work that reflects an outside-in perspective. These should include innovative and practical solutions tailored to PTT’s context, with clear projections of potential value, such as cost savings, efficiency improvements, revenue growth), and a comprehensive action plan with key steps and timeline, supported by relevant case studies and benchmarks from similar projects.

		<ul style="list-style-type: none"> •Beyond PTT Scope of Work (10%) <p>Points will be awarded for proposals that go beyond the specified Scope of Work, offering additional value through innovative solutions, methodologies, or enhancements to the Digital Transformation Program. These should directly address PTT’s transformation goals and demonstrate how they could improve outcomes, efficiency, or alignment with strategic objectives. Examples may include proposals for additional modules, technologies, or frameworks that provide measurable benefits and align with PTT’s long-term vision.</p>
5.Commercial Evaluation (15%)	15	<ul style="list-style-type: none"> •BIDDER with the lowest quoted price (X): 15 points •For bidders who quoted prices higher than the lowest price, the score will be calculated as follows: Score = 15 - ((Bidder's price - Lowest bidder's price) / Lowest bidder's price) x 15 <p>Note: If PTT calculates the score and it is less than 0 (zero), PTT will consider assigning a score of 0 (zero).</p>