



BRIEFING

Accelerated Delivery Solution procurement approach

Date:	15 December 2025	Priority:	High
Security classification:	In Confidence	Tracking number:	BRIEFING-REQ-0025404

Action sought		
	Action sought	Deadline
Hon Simon Watts Minister for Energy	Note the proposed approach to procurement, given Cabinet's decision to proceed with pursuing an Accelerated Delivery Solution Direct MBIE to proceed down the proposed approach to procurement Forward this briefing on to the Ministers of Finance, RMA Reform and the Associate Minister for Energy	16 December 2025

Contact for telephone discussion (if required)			
Name	Position	Telephone	1st contact
Justine Cannon	General Manager	s 9(2)(a)	
John Scott	Policy Director		✓

The following departments/agencies have been consulted

Minister's office to complete:

☐ Approved

☐ Declined

☐ Noted

☐ Needs change

☐ Seen

☐ Overtaken by Events

☐ See Minister's Notes

☐ Withdrawn

Comments



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Purpose

To provide you with a way forward re the procurement of LNG facility services, given Cabinet’s decision to pursue an Accelerated Delivery Solution.

Recommended action

The Ministry of Business, Innovation and Employment recommends that you:

- a **Note** the proposed approach to procurement, given the Cabinet decision to pursue an Accelerated Delivery Solution

Noted

- b **Agree** to proceed down the proposed procurement approach set out in this briefing, with particular reference to:

s 9(2)(i)

Yes / No

- c **Forward** this briefing on to the Ministers of Finance, RMA Reform and the Associate Minister for Energy

Forwarded

s 9(2)(a)

Justine Cannon
General Manager
Energy Markets, MBIE
15 / 12 / 2025

Hon Simon Watts
Minister for Energy
..... / /

Accelerated Delivery Solution procurement approach

1. MBIE launched a procurement process on 6 October 2025 for the provision of LNG facility services. Respondents to the process were invited to register their interest, and on an optional basis, to submit a proposal to supply an “Accelerated Delivery Solution” (ADS). The criteria for an ADS were that a proposal needed to be capable of delivering at least 12 PJ of gas over any three-month period and be able to meet a commencement date of 1 June 2027.
2. The registration of interest (ROI) process ran for six weeks. In total, 25 registrations were received, ^{s 9(2)(i)} of which included an ADS proposal.
3. An ADS pathway is the preferred option if a technically and commercially viable solution can be confirmed. If this does not eventuate, Government would revert to a closed RFP process using a shortlist drawn from ROI responses.

Process followed to analyse the submissions received

4. Following the receipt of the 25 responses, MBIE has undertaken detailed analysis of each of the submissions.

s 9(2)(i)

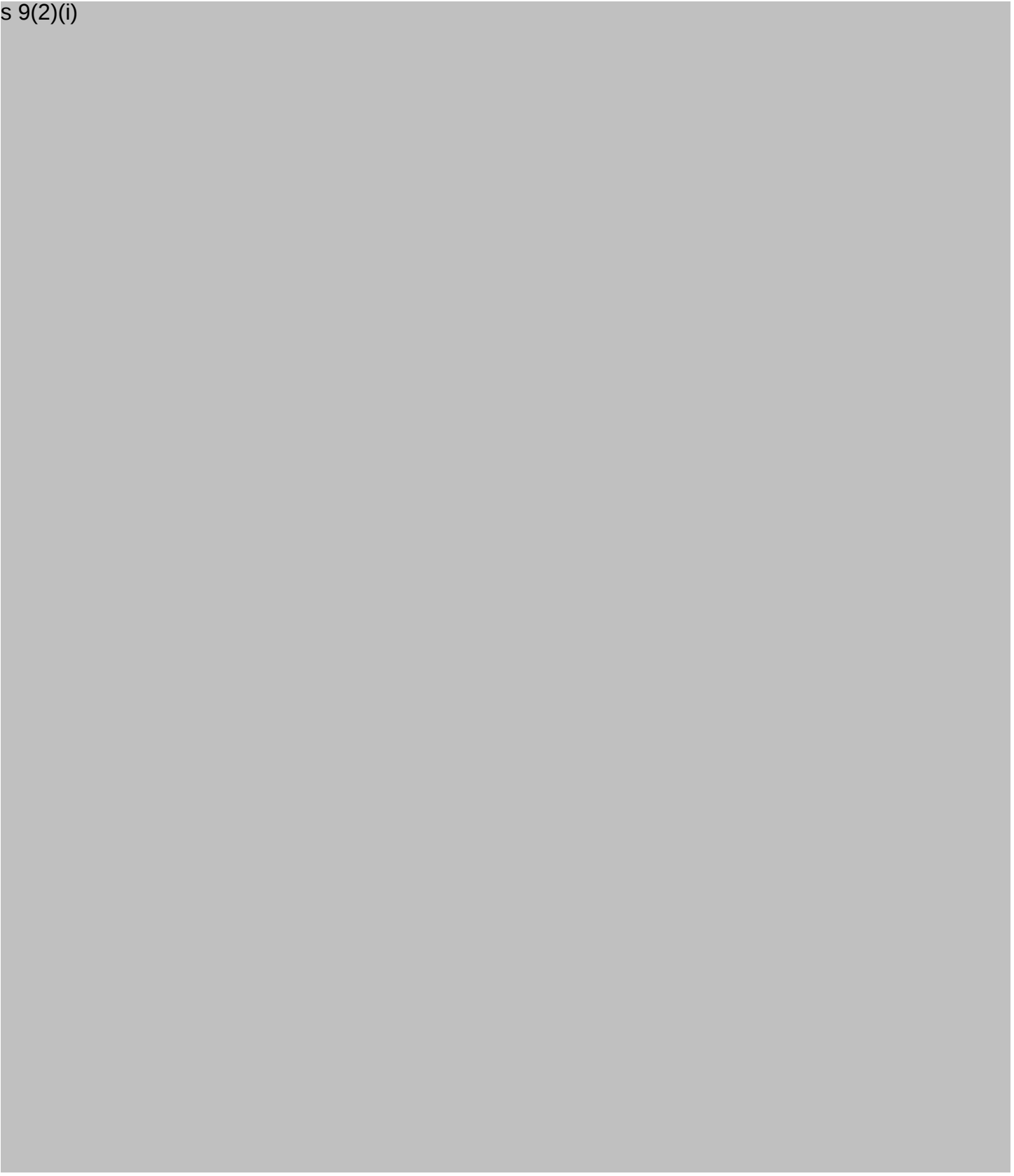


Proposed process going forward

s 9(2)(i)



s 9(2)(i)



s 9(2)(i)



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Timing considerations

s 9(2)(i)



Annex 1: Criteria set through the process thus far

There were three different sets of conditions set out in the overall procurement documents. The first two (pre-condition test and registration test) were aimed at assessing the suitability of the company / consortium in question. The third (ADS test) was designed to assess the merits of any ADS proposals. A Respondent who did not pass the first two of these (pre-condition test and registration test) was deemed ineligible to be considered for the third (the ADS assessment).

Stage 1: Pre-condition test

Proponents had to “pass” the following pre-conditions to enter into the process. This was via a self-declaration process.

<i>Pre-condition</i>	<i>Requirement</i>
Relevant LNG import project experience	The Respondent confirms that it (or an intended consortium member or intended subcontractor) has: • successfully financed and delivered at least one LNG import facility within the 10-year period preceding the Deadline for Registrations; and • successfully operated at least one LNG import facility for a period of at least 12-months within the 10-year period preceding the Deadline for Registrations.
Ability to operate in New Zealand	The Respondent confirms that it is not aware of any factors or matters that could prevent the organisation or its staff from legally operating in New Zealand.
Supplier Code of Conduct	The Respondent confirms that it will comply with meets or exceeds the minimum standards set out in, and will adhere to, the New Zealand Government’s Supplier Code of Conduct available at: https://www.procurement.govt.nz/assets/procurement-property/documents/supplier-code-of-conduct.pdf and that it meets or exceeds the minimum standards set out in that Code.
Trade sanctions/debarment	The Respondent confirms that neither it, or any intended consortium member or any intended subcontractor that forms part of their Response, are currently subject to trade sanctions, debarment, or equivalent restrictions that would prevent participation in this Procurement Process and any future provision of the Facility Services procurement as relevant to the Response.

Stage 2: Registration of Interest test

A Respondent had to demonstrate competence against the following criteria, to the extent that they achieve a score of at least 50% against the weighted criteria set out below.

<i>Criteria</i>	<i>Description</i>	<i>Weighting</i>
Relevant LNG import project experience	Demonstrated organisational (including any intended consortium members and any intended subcontractors) capability and track record in the successful financing, delivery and operation of LNG import infrastructure projects, including experience applying recognised commercial access frameworks (e.g., TUA-style models) and operating to international HSE standards.	45%
Project team and delivery capacity	Detail of an intended consortium, any intended subcontractors (where applicable) and project team; key functions to be undertaken by each party; evidence of sufficient technical, financial, and operational capacity to deliver within indicative timeframes. Delivery realism, including credible mobilisation timeframes and proven technology track record, will be key considerations.	45%
Regulatory and consenting pathway	Demonstrated understanding of New Zealand's regulatory environment, including consenting frameworks (e.g., RMA/EEZ Act, Maritime Transport Act) and awareness of New Zealand's consenting frameworks and indicative approaches to credible pathways.	10%
Total		100%

Stage 3: ADS criteria and weightings

The following criteria were used to calculate a weighted score for each ADS proposal.

Criteria	Description	Weighting
Technical feasibility and design	Credibility and robustness of the proposed LNG Import Facility design, including location, marine infrastructure (berthing/mooring systems, turning basins, channels), LNG containment and regasification technology, gas send-out systems, and compliance with LNG industry good practice. Weight given to proven/operational technology with demonstrable track record.	30%
Delivery timeframe and project plan	Realism of development and execution schedule, including ability to achieve commercial operations by 1 June 2027. Assessment of dependencies, critical path items, procurement of long-lead equipment, and mobilisation plan.	25%
Operational reliability and performance	Ability of the facility to reliably deliver sustained natural gas delivery (≥ 12 PJ in a 3-month period) and flexible year-round send-out. Assessment of redundancy, availability under metocean conditions, and operating record of comparable projects.	25%
Commercial proposal and value for money	Indicative commercial terms (capex/opex structure, pricing assumptions, duration of services, conditions precedent) and indicative environmental footprint. Transparency of assumptions and alignment with Crown's objectives for affordable, durable access.	20%
Total		100%

Assessment of all three stages was undertaken through a formal procurement moderation and scoring exercise.