

# INSTRUCTIONS TO TENDERERS

**PUBLICATION REFERENCE: <AdriHealthMob-Ext.17/01/2014>**

When submitting their tenders, tenderers must follow all instructions, forms, terms of reference, contract provisions and specifications contained in this tender dossier. Failure to submit a tender containing all the required information and documentation within the deadline specified may lead to the rejection of the tender.

These instructions set out the rules for submitting, selecting and implementing contracts financed under this call for tenders, in conformity with the Practical Guide to contract procedures for EU external actions, (available on the internet at this address: [http://ec.europa.eu/europeaid/work/procedures/index\\_en.htm](http://ec.europa.eu/europeaid/work/procedures/index_en.htm)).

## 1. Services to be provided

The services required by the Contracting Authority are described in the Terms of Reference. They are set out in Annex II to the draft contract, which forms Part B of this tender dossier.

## 2. Timetable

	DATE	TIME*
<b>Deadline for requesting clarification from the Contracting Authority</b>	< 14/03/2014 >	< 17:00 >
<b>Last date for the Contracting Authority to issue clarification</b>	< 21/03/2014 >	-
<b>Deadline for submitting tenders</b>	< 31/03/2014 >	< 17:00 >
<b>Completion date for evaluating technical offers</b>	< 02/04/2014 >	-
<b>Notification of award</b>	< 03/04/2014 >	-
<b>Contract signature</b>	< 15/04/2014 >	-
<b>Start date</b>	< 15/04/2014 >	-

\* All times are in the time zone of the country of the Contracting Authority

## Participation and subcontracting

- a) Participation in this tender procedure is open only to the invited tenderers.
- b) Natural or legal persons are not entitled to participate in this tender procedure or be awarded a contract if they are in any of the conditions mentioned in Section 2.3.3 of the **Practical Guide to contract procedures for EU external actions**. Should they do so, they may be excluded from tender procedures and contracts in accordance with Section 2.3.4 of the **Practical Guide to contract procedures for EU external actions**.
- c) Tenderers guilty of making false declarations may also be subject to financial penalties representing 2 % to 10 % of the total value of the contract being awarded. This rate may be increased to 4 % to 20 % in the event of a repeat offence within five years of the first infringement.

- d) Tenders should be submitted by the same service provider or consortium that submitted the application form on the basis of which it was short-listed and to which the letter of invitation to tender is addressed. No change whatsoever in the identity or composition of the tenderer is permitted unless the Contracting Authority has given its prior approval in writing.
- e) Short-listed service providers or consortia are not allowed to form alliances with any other firms or to subcontract to each other for the purposes of this contract.
- f) Subcontracting is the only permitted form of collaboration with firms that have not been short-listed and only on condition that the tenderer explicitly states that it is the sole party that will be contractually liable. If the tenderer intends to subcontract one or more parts of the contracted services, this must be clearly stated in the Organisation and Methodology and the Tender submission form. For this purpose, individual experts recruited for the project as key or non-key experts are not regarded as subcontractors.
- g) Even if subcontracting is allowed, the short-listed candidate must intend to provide the majority of the services itself.
- h) All subcontractors must be eligible for the contract. If the identity of the intended subcontractor is already known at the time of submitting the tender, the tenderer must furnish a statement guaranteeing the eligibility of the subcontractor. If any subcontractor identified in this way does not meet the eligibility criteria, the tender shall be rejected. If the identity of the subcontractor is not known at the time of submitting the tender, any subcontract must be awarded according to Article 4 of the General Conditions of the contract.
- i) Subcontractors cannot be in any of the exclusion situations listed in Section 2.3.3 of the Practical Guide to contract procedure for EU external actions. Whenever requested by the Contracting Authority, the successful tenderer/contractor shall submit a declaration from the intended subcontractor that it is not in one of the exclusion situations. In the event of doubt, the Contracting Authority shall request documentary evidence that the subcontractor is not in a situation of exclusion.
- j) If the offer includes subcontracting, it is recommended that the contractual arrangements between the tenderer and its subcontractors include mediation, according to national and international practices, as a method of dispute resolution.

### **3. Content of tenders**

Offers, all correspondence and documents related to the tender exchanged by the tenderer and the Contracting Authority must be written in English.

Supporting documents and printed literature furnished by the tenderer may be in another language, provided they are accompanied by a translation into the language of the procedure. For the purposes of interpreting the tender, the language of the procedure has precedence.

The tender must comprise of a Technical offer and a Financial offer. Each Technical offer and Financial offer must contain <1> one original, clearly marked '**Original**', and <1> copy, marked '**Copy**'. Failure to fulfil the requirements in clauses 4.1, 4.2 and 7 will constitute a formal error and may result in rejection of the tender.

#### **4.1. Technical offer**

The Technical offer must include the following documents:

- (1) **Tender submission form** (see Part D of this tender dossier).
  - a) A signed **declaration** from each legal entity identified in the tender submission form, using the format attached to the tender submission form.
  - b) Complete data about the **bank account** into which payments should be made if the tender is successful.
  - c) **Duly authorised signature:** an official document (**statutes**, power of attorney, notary statement, etc.) proving that the person who signs on behalf of the company/joint venture/consortium is duly authorised to do so.
- (2) **Organisation and methodology** (will become Annex III to the contract), to be drawn up by the tenderer using the format in Annex III to the draft contract.
- (3) **Documentary evidence of the financial and economic capacity**

According to the InnoPolis internal regulation, the tenderer has to provide financial statements of 3 years or any other relevant document like business plan. No guarantee is required by the winner, as the payments for this contract will be executed following completion of work and evaluation of the deliverables the winning company has offered. Tenderers are reminded that the provision of false information in this tender procedure may lead to their exclusion from EU-funded contracts.

#### **4.2. Financial offer**

The Financial offer must be presented as an amount in <Euro > and must be submitted using the template for the global-price version of Annex V to part B of this tender dossier.

#### **4.3. Variant solutions**

Tenderers are not authorised to tender for a variant in addition to this tender.

### **5. Period during which tenders are binding**

Tenderers are bound by their tenders for 90 days after the deadline for submitting tenders or until they have been notified of non-award. In exceptional cases, before the period of validity expires, the Contracting Authority may ask tenderers to extend the period for a specific number of days, which may not exceed 40.

The selected tenderer must maintain its tender for a further 60 days. A further period of 60 days is added to the validity period irrespective of the date of notification.

### **6. Additional information before the deadline for submitting tenders**

The tender dossier should be clear enough to avoid candidates having to request additional information during the procedure. If the Contracting Authority, either on its own initiative or in response to a request from a short-listed candidate, provides additional information on the tender dossier, it must send such information in writing to all other short-listed candidates at the same time.

Tenderers may submit questions in writing to the following address up to **14/03/2014**, specifying the publication reference and the contract title:

Contact name: Katerina Sotiropoulou  
Address: 13, Iasonos & Sosipatrou Street, CORFU, 49100  
E-mail: innopolis@otenet.gr

The Contracting Authority has no obligation to provide clarification after this date.

No information meeting is planned.

No site visit is planned.

Visits by individual prospective tenderers during the tender period are not organised.

## **7. Submission of tenders**

Tenders must be delivered before **<31/03/2014 at 17:00** (proof of postal dispatch or hand delivery) >. They must include the requested documents in clause 4 above and be sent:

- **EITHER** by recorded delivery (official postal service) to:

### **INNOPOLIS – CENTRE FOR INNOVATION & CULTURE**

13, Iasonos & Sosipatrou, 49100 Corfu, Greece

- **OR** by hand delivered (including courier services) directly to the Contracting Authority against a signed and dated receipt to:

### **INNOPOLIS - CENTRE FOR INNOVATION & CULTURE**

13, Iasonos & Sosipatrou, 49100 Corfu, Greece

**Tenders submitted by any other means will not be considered.**

The envelope should provide the following information:

- a) the address for submitting tenders indicated above;
- b) the reference code of the tender procedure <AdriHealthMob-Ext.17/01/2014>,
- c) the words ‘Not to be opened before the tender-opening session’
- d) the name of the tenderer.

## **8. Amending or withdrawing tenders**

Tenderers may amend or withdraw their tenders by written notification prior to the deadline for submitting tenders. Tenders may not be amended after this deadline.

Any such notification of amendment or withdrawal must be prepared and submitted in accordance with Clause 7. The outer envelope (and the relevant inner envelope) must be marked ‘Amendment’ or ‘Withdrawal’ as appropriate.

## **9. Costs for preparing tenders**

No costs incurred by the tenderer in preparing and submitting the tender are reimbursable.

## **10. Ownership of tenders**

The Contracting Authority retains ownership of all tenders received under this tendering procedure. Consequently, tenderers do not have the right to have their tenders returned to them.

## **11. Evaluation of tenders**

### **11.1. Evaluation of technical offers**

The quality of each technical offer will be evaluated in accordance with the award criteria and the weighting detailed in the evaluation grid in Part C of this tender dossier. No other award criteria will be used. The award criteria will be examined in accordance with the requirements indicated in the Terms of Reference.

The evaluation of the technical offers will follow the procedures set out in Section 3.3.10 of the Practical Guide to contract procedures for EU external action (available on the internet at [http://ec.europa.eu/europeaid/work/procedures/index\\_en.htm](http://ec.europa.eu/europeaid/work/procedures/index_en.htm)).

No interviews are foreseen.

### **11.2. Evaluation of financial offers**

Upon completion of the technical evaluation, the envelopes containing the financial offers for tenders that were not eliminated during the technical evaluation will be opened (i.e. those with an average score of 80 points or more). Tenders exceeding the maximum budget available for the contract will be eliminated.

### **11.3. Choice of selected tenderer**

The best value for money is established by weighing technical quality against price on an 80/20 basis.

### **11.4. Confidentiality**

The entire evaluation procedure is confidential, subject to the Contracting Authority's legislation on access to documents. The Evaluation Committee's decisions are collective and its deliberations are held in closed session. The members of the Evaluation Committee are bound to secrecy. The evaluation reports and written records are for official use only and may be communicated neither to the tenderers nor to any party other than the Contracting Authority, the European Commission, the European Anti-Fraud Office and the European Court of Auditors.

## **12. Ethics clauses / Corruptive practices**

- a) Any attempt by a tenderer to obtain confidential information, enter into unlawful agreements with competitors or influence the Evaluation Committee or the Contracting Authority during the process of examining, clarifying, evaluating and comparing tenders will lead to the rejection of its tender and may result in administrative penalties.

- b) The tenderer must not be affected by any conflict of interest and must have no equivalent relation in that respect with other tenderers or parties involved in the project.
- c) Tenders will be rejected or contracts terminated if it emerges that the award or execution of a contract has given rise to unusual commercial expenses. Such unusual commercial expenses are commissions not mentioned in the main contract or not stemming from a properly concluded contract referring to the main contract, commissions not paid in return for any actual and legitimate service, commissions remitted to a tax haven, commissions paid to a payee who is not clearly identified or commissions paid to a company which has every appearance of being a front company.
- Contractors found to have paid unusual commercial expenses on projects funded by the European Union are liable, depending on the seriousness of the facts observed, to have their contracts terminated or to be permanently excluded from receiving EU funds.
- d) The Contracting Authority reserves the right to suspend or cancel the procedure, where the award procedure proves to have been subject to substantial errors, irregularities or fraud. If substantial errors, irregularities or fraud are discovered after the award of the Contract, the Contracting Authority may refrain from concluding the Contract.

### **13. Signature of contract(s)**

#### **13.1. Notification of award**

The successful tenderer will be informed in writing that its tender has been accepted or the Contracting Authority will publish the results of the evaluation in its official website: [www.innopolis.org](http://www.innopolis.org) after their validation by InnoPolis Managing Council.

#### **13.2. Signature of the contract(s)**

Within 15 days of receipt of the contract already signed by the Contracting Authority, the selected tenderer shall sign and date the contract and return it to the Contracting Authority.

InnoPolis given the fact that it is not possible to envisage in advance the total Man months that will ultimately be required for the provision of the services abovementioned, reserves the option to increase the contract price up to 10% of the overall contract amount (VAT included). The option right will be used by InnoPolis with its statement and, if necessary, after the recommendation of the Monitoring and Project Acceptance Committee.

Failure of the selected tenderer to comply with this requirement may constitute grounds for annulling the decision to award the contract. In this event, the Contracting Authority may award the tender to another tenderer or cancel the tender procedure.

### **14. Cancellation of the tender procedure**

In the event of cancellation of the tender procedure, the Contracting Authority will notify tenderers of the cancellation. If the tender procedure is cancelled before the outer envelope of any tender has been opened, the unopened and sealed envelopes will be returned to the tenderers.

Cancellation may occur where:

- the tender procedure has been unsuccessful, i.e., no qualitatively or financially worthwhile tender has been received or there is no valid response at all;
- there are fundamental changes to the economic or technical data of the project;
- exceptional circumstances or force majeure render normal performance of the contract impossible;
- all technically compliant tenders exceed the financial resources available;
- there have been irregularities in the procedure, in particular if they have prevented fair competition;

In no event shall the Contracting Authority be liable for any damages whatsoever including, without limitation, damages for loss of profits, in any way connected with the cancellation of a tender procedure, even if the Contracting Authority has been advised of the possibility of damages. The publication of a procurement notice does not commit the Contracting Authority to implement the programme or project announced.

## **15. Appeals**

Tenderers believing that they have been harmed by an error or irregularity during the award process may file a complaint. See section 2.4.15 of the Practical Guide.