

28 August 2020

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Subject: New Clarifications (Part 5) to the interested parties, regarding the Call for Tenders for the award of the supply, installation, commissioning and testing of two (2) double level luffing jib cranes for Ship Repair use.

Interested parties are kindly requested to refer to all clarifications published provided by PPA, regarding the questions received until 27 August 2020, in relation to the subject tender.

The said replies constitute an integral part of the Call.

QUESTION 1:

- “1) We cannot find the «PART I questions and answers» file. Please send it to us. We have only found PART II.*
- 2) Financial criterion: Please specify if 15,000,000 euros is the sum for three years of total turnover or for each year in the last three years.*
- 3) Prequalification criteria (only paragraph 5.2 and paragraph 5.4): If a consortium is involved, can one criterion be satisfied by one participant and another by another participant? On this basis, the roles in the Consortium will be allocated. Or at least one company in Consortium have to meet the both criteria.*
- 4) Paragraph 3.2 states that it is the responsibility of the Supplier and the scope of supply. Paragraph 3.2 states that the Supplier is obliged to make all necessary certificates for cranes according to Greek and European laws, which is absolutely right, we make certificates for cranes. This requirement is also repeated in point 7 SUB-FOLDER OF PARTICIPATION SUPPORTING DOCUMENTS, ix, a. «That, in case of award of contract to the specific Candidate/s, the Candidate/s accepts and commits to the execution of the procurement, will undertake the procedures for issuing the relevant Certificates of Conformity, CE documentation and any other legal requirement according to Greek Law on behalf of PPA SA in order for the equipment to be fully operative at PP A SA». Please specify this requirement more closely, what certificates or documents do you need on behalf of PPA SA. Crane certificates are given by crane manufacturer from crane manufacturer name (on behalf of crane manufacturer).*

5) *The customer often refers to the fact that there should be an official dealer of the offered equipment in Europe, but we are an officially registered European company, a manufacturer of lifting equipment, we do not have an official dealer and we do not need him. Please explain this requirement, what does it mean? Let's say in point 5.4. (2)Technical capacity criteria says that "It has a legal operating sales representative within the European Union", (3) The legal operating sales representative also has the technical ability to support PPA with any future technical issues and especially within warranty period of the cranes". This requirement also appears in paragraph 7.5.*

This requirement is not clear to us.

6) *7 SUB-FOLDER OF PARTICIPATION SUPPORTING DOCUMENTS, ix, b. « The legal entity that possesses the know-how of the design studies/ manufacturing method/ assembly method / testing method and commissioning method of the crane until certified according to EU and Greek legislation.». The meaning of this requirement is not clear, clarify whether the word or sentence in this paragraph is missing?*

7) *If a candidate has filled in the documents incorrectly or has not submitted some documents and his application has been rejected, then the bank guarantee is returned. How long will it be refunded?*

8) *Clause 8.1 «The candidate shall propose any relevant tools and equipment required of which will allow the maintenance team to fully implement maintenance and repair tasks on the aforementioned cranes». Should a list of these instruments be provided?*

9) *Clause 8.2 «The candidate shall propose and offer the following spare parts within his/her offer». Do these spare parts such as gearboxes, motors, frequency inverters and brake pads mean one for each crane mechanism?*

10) *Clause 8.3 par. 6: Mechanical construction drawings are meant to provide drawings of all major crane assembly parts?*

11) *Point 14 AFTER SALES SERVICES again refers to the authorized representatives in Europe. We are a European company, we do not need representatives. We do not understand this requirement. Please clarify.*

12) *Since our company specializes in the production of Level Luffing Cranes and has a standard range of cranes with the same characteristics, but with an outreach of 69/63 m., we ask you to consider a possibility of offering you cranes with an outreach of 69/63 m.*

13) *Due to the fact that we learned about this procurement only on August 19, 2020 and that we are the largest manufacturer in Baltic region and Western Europe, specializing in the production especially of double jib Level Luffing Cranes, we ask you to extend the tender until September 18, 2020 so that we can prepare a quality proposal." .*

ANSWER 1:

- 1.1. All published parts of clarifications are available on PPA website. In particular, regarding the clarifications (Part 1), were uploaded on 05.08.2020 and are available at the following link:
<http://www.olp.gr/el/contests-declarations/itemlist/category/87-promithion?start=10>.
- 1.2. 15.000.000,00 euros is the sum for three (3) years of total turnover.
- 1.3. Only the Professional Prequalification Criteria (paragraph 5.1) must be met by all members of a Joint Venture or a Group of companies/entities separately. The Financial and Economic Standing Criteria (paragraph 5.2), the Quality Related Criteria (paragraph 5.3) and the Technical Capacity Criteria (paragraph 5.4) must be met by at least one member of the Consortium.
- 1.4. Certificates of Conformity, CE documentation and any other legal requirement according to Greek Law or European law will be issued by the manufacturer of the crane, and it will be mentioned the manufacturer name.
- 1.5. In case the candidate is an official registered European company, there is no need of having legally operating sales representative within the European Union.
- 1.6. The design studies/ manufacturing method/ assembly method / testing method and commissioning method of the crane must be performed in accordance with EU and Greek legislation.
Kindly refer to 'EU DIRECTIVE 2006/42/EC' as mentioned within Article 8.3 of the tender document.
Further information regarding hoisting machinery certification may also be found within Government Gazette of the Greek Republic - Number 1186.
- 1.7. The participation bond will be returned by PPA SA to unsuccessful candidates within two (2) months of the tender procedure is completed or after contract signature. PPA SA is not in a position to know how long it takes to be refunded by the Bank.
- 1.8. The list of these instruments must be provided.
- 1.9. Spare parts such as gearboxes, motors, frequency inverters and brake pads mean one for each crane mechanism.

- 1.10. Mechanical Construction drawings must be provided upon the delivery of the equipment for all parts (machined parts & sheet metal parts) and for all the assembly drawings of the crane.
- 1.11. See answer 1.5
- 1.12. Technical requirement data that refer to Annex C are obligatory requirement.
- 1.13. The date line to deposit your offer is 4th September 2020, please visit regularly PPA SA website, in order to be promptly informed about the above mentioned tender.

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