

***CALL OF TENDER FOR
THE PROVISION OF VULNERABILITY ASSESSMENT AND
PENETRATION TESTING (VAPT) SERVICES***



Piraeus, Greece
NOVEMBER 2024

TABLE OF CONTENTS

1. CONTRACTING AUTHORITY 4

2. SCOPE OF TENDER 4

3. DEADLINE FOR SUBMISSION OF TENDERS – CLARIFICATIONS..... 4

4. TENDER PROCEDURE..... 4

5. DECLARATION OF COMPLIANCE WITH TENDER CONDITIONS. 5

6. ELIGIBLE TO TENDER PARTICIPATION 5

7. AWARD CRITERION 6

8. PROJECT EXECUTION DEADLINE 6

9. GUARANTEES 6

10. SUBMISSION OF PROPOSALS 7

11. PARTICIPATION DOCUMENTS & TECHNICAL PROPOSAL 8

12. FINANCIAL PROPOSAL FOLDER 10

14. PAYMENT TERMS 10

15. GENERAL TERMS AND CONDITIONS 10

ANNEX A: TERMS OF REFERENCE (TOR) 11

ANNEX B: DESCRIPTION OF THE APPROACH, METHODOLOGY AND TESTING PLAN AND SCHEDULE FOR PERFORMING THE ASSIGNMENT 13

ANNEX C: FORMAT OF CURRICULUM VITAE (CV) FOR PROPOSED PROFESSIONAL STAFF 14

ANNEX D: FINANCIAL PROPOSAL SUBMISSION FORM 15

ANNEX E: FORM OF TENDER PARTICIPATION BANK GUARANTEE LETTER..... 16

ANNEX F: FORM OF GOOD PERFORMANCE BANK GUARANTEE..... 17

1. CONTRACTING AUTHORITY

The Piraeus Port Authority (PPA), headquartered at 10 Akti Miaouli, 18538 Piraeus, Greece, manages the largest and most strategically located port in Greece, covering over 24 kilometres of coastline and spanning more than five million square meters. Positioned at a crucial junction linking the Mediterranean with Northern Europe, the Port of Piraeus serves as a major hub for transportation, trade, and tourism, connecting Greek islands with the mainland and providing critical access for international marine tourism and commercial goods. Its proximity to major sea routes enables it to serve not only Greece but also the broader regions of the Balkans and the Black Sea. With diverse operations—including Europe’s largest passenger port, cargo handling, vessel repairs, cruise activities, and a customs-free zone—the PPA plays a vital role in both regional and international commerce and logistics.

2. SCOPE OF TENDER

Piraeus Port Authority (hereafter named “Contracting Authority” or “PPA” or client) is seeking proposals from qualified Candidates, or legal entities, in order to secure vulnerability assessment and professional penetration testing services for the infrastructure of the Piraeus Port Authority (PPA SA), as specified in detail **in Annex A (Terms of Reference)**. The scope of services includes a comprehensive assessment aimed at identifying and evaluating vulnerabilities within the PPA SA’s infrastructure, testing the effectiveness of existing security controls, and delivering detailed recommendations for mitigation.

Candidates are requested to submit a proposal in line with the detailed specifications provided in the present call which outline the technical and functional requirements of the penetration testing services. The successful contractors will be expected to deliver a comprehensive report with prioritized findings and suggested mitigations, aligning with PPA’s objectives to strengthen its security posture.

3. DEADLINE FOR SUBMISSION OF TENDERS – CLARIFICATIONS

The time limit for the submission of proposals is until **Tuesday, 3rd of December 2024 until 12:00 Greek time (GMT +2)**. If for any reason the submission of proposals is not held on the aforementioned date or, if it is held but no proposal is submitted, it will be held on a new date to be determined by an act of PPA S.A. and which will be announced by posting on the PPA SA's website. The same process can be repeated twice.

Interested candidates may submit any questions or requests for clarification regarding this tender by standard electronic means and submitted to PPA SA until three (3) working days before the submission deadline to the following address: offersubmission@olp.gr.

After the expiry of the above time limit, no other communication or request for clarifications as to any terms may be acceptable. Written responses provided PPA S.A. by standard electronic means are notified to all interested candidates until two (2) working days before the expiry of the time limit for the submission of proposals.

4. TENDER PROCEDURE

4.1 General procedure

The tender will be held in one stage. In case less than three Candidates’ proposals fulfil tender criteria in order for their financial proposals to be unsealed, then PPA reserves the right to cancel the procedure by declaring it as non-successful, unless otherwise stated in the tender documents and/or the Regulation.

After the cancellation of the tender process, a negotiation process may be conducted without opening the initially submitted financial proposals. In this case, PPA SA reserves the right to negotiate with the candidates who meet the requirements of **articles 6 and 11** and have submitted a valid Participation Guarantee Letter, according to **Article 9.1.** hereinafter.

During the negotiation process, PPA SA may request the aforementioned candidates to submit an improved proposal via email within three (3) working days from notification date without modifying any of the technical/quality specifications of the already submitted proposals. In case the above "improved" proposal is higher than the original, it will be rejected. It should be noted that during the cancellation/negotiation process, the participation guarantees remain in effect and bind the candidates.

4.2 Language of Procedure

Proposals submitted to PPA shall be in English or Greek language or officially translated to the English or Greek language. Moreover, all related correspondence exchanged by the candidates and PPA SA, shall be in Greek or English.

4.3 Suspension – Cancellation of Tender Procedure

PPA S.A. reserves the right, at its sole discretion, to refrain from awarding the contract, and is not bound to select any Contractor. PPA S.A may, at any stage, decide to assign or withhold the award, postpone, cancel, or repeat the tender process in whole or in part, with a justified decision. In such cases, PPA S.A. shall have no obligation to pay any fees or provide compensation to the candidates.

In the event of postponement, repetition, or cancellation of the process, any financial proposals already submitted will be returned to the Candidates following a formal notification. If the Candidates fail to respond within the specified timeframe, the proposals will be considered void and will be destroyed.

Participation in the tender process is undertaken at the sole risk and responsibility of the Candidate. The Candidate shall not be entitled to any compensation for costs incurred in relation to their participation, including expenses related to the preparation and submission of their proposal.

5. DECLARATION OF COMPLIANCE WITH TENDER CONDITIONS.

By submitting a proposal in this tender procedure, each Candidate acknowledges that they have reviewed the present Tender and all related information and are fully aware of the Project's implementation requirements and conditions. Each Candidate, by their submission, certifies and agrees to the following:

1. They have thoroughly examined and understood all general and local conditions relevant to professional penetration testing services procurement and associated services under this project.
2. They have carefully reviewed, understood, and accepted the technical specifications and requirements that form the foundation of their proposal.

Any failure on the Candidate's part to acquire comprehensive knowledge of the conditions, requirements, and information provided within this tender shall be solely at their risk and responsibility. This oversight shall not relieve the Candidate from their liability and obligation to fulfill the contract terms in full.

6. ELIGIBLE TO TENDER PARTICIPATION

Candidates Eligible to participate in the present open tender are companies:

1. that can demonstrate an average annual turnover over the last three (3) years (2021-2023) of equal or over 300.000,00 €,
2. that have an experience in similar projects during the last two (2) years (2022-2023), related to professional penetration testing services. In order to verify that they indeed have the technical capability to carry out the assigned project, the above-mentioned candidates must, under penalty of exclusion, have completed at least four (4) projects in the field of locating security issues in specific information systems without causing any damage, and
3. that should have a minimum of three (3) certified engineers within the project team, holding relevant certifications such as OSCP, OSEP, OSCE, CEH, CISSP, or equivalent qualifications in cybersecurity.

4. that have ISO 27001 certification in their possession, demonstrating their compliance with internationally recognized information security management standards. The certification must be valid and up-to-date at the time of the tender submission.

Joint ventures, consortium, or associations are not accepted in the current tender procedure.

7. AWARD CRITERION

The contract will be awarded to the two (2) technically compliant candidates offering the lowest-cost financial proposals. Specifically, the contract will be awarded to the candidate with the lowest financial proposal and to the candidate with the second lowest financial proposal, provided both meet all eligibility technical criteria specified in **Article 6** of this call and demonstrate the requisite experience for effective project delivery.

Both awarded candidates will be required to fully adhere to the technical and performance standards outlined in the tender documents.

Both awarded candidates must be prepared to initiate services as per the timelines and conditions communicated by the PPA SA.

8. PROJECT EXECUTION DEADLINE

The technically compliant awarded candidates shall commence the respective services within five (5) working days following the signing of the contract. In addition, must complete all project deliverables within a strict one (1) - month period, beginning from the start date specified in the signed contract.

The commencement of services for the awarded candidates will be scheduled at a later date. The IT and BPS department of PPA SA will issue a formal notification specifying the start date. Until such notification by standard electronic means is provided by PPA SA, the both awarded candidates are not required to commence the penetration testing services.

An extension of the above is allowed only with the consent of IT and BPS departments upon the request of the Contractor, which must specify the reasons for requesting the extension. Delays due to PPA S.A.'s responsibility is not counted.

It is noted that the penetration testing services will be carried out in coordination with the IT and BPS Department of PPA SA, in order to minimize any forthcoming disruption to PPA SA's operations as much as possible.

9. GUARANTEES

The required guarantees (Participation Guarantee and Good Performance) for this competition are in one of the following forms:

- a. Guarantee letters: these guarantees are issued at the option of the contractor by credit institutions legally operating in the Member States of the European Union or the European Economic Area, or in the states that are part of the Agreement on Public Procurement of the World Trade Organization, which was ratified by Law 2513/1997 (Government Gazette A' 139) and have, in accordance with the applicable provisions, the right to do so.
- b. Bank deposit of the relevant guarantee amount

9.1 PARTICIPATION GUARANTEE

Candidates, when submitting their Proposals, must (a) provide a Participation Letter of Guarantee, in accordance with **ANNEX E** hereof, of a total amount of one thousand euros (**1.200,00 €**) (hereinafter: the Participation Guarantee Amount) or (b) provide the necessary documentation that an equal to the Participation Guarantee Amount has been deposited, transferred and was made available as guarantee for the participation of the candidate in the Tender, in one of the following PPA's bank accounts:

BANKING INSTITUTION	ACCOUNT NUMBER (IBAN)
NATIONAL BANK	GR1501101900000019050500651
ALPHA BANK	GR7101401250125002320006462
EUROBANK	GR4902600250000440201113841

The Participation Guarantee letters must have a validity period greater than or equal to three (3) calendar months, of the end of the Financial Proposal validity period which is six (6) calendar months according the provisions of **Article 12**, totally nine (9) calendar months.

The Guarantee of Participation in the tender is forfeited if the tenderer withdraws his proposal during its validity, provides false data or information regarding the reasons for exclusion, does not present the supporting documents in time or does not come in time for the signing of the contract.

The Participation Guarantee will be returned:

- a. to the Contractor, upon delivery of the Performance Guarantee Letter by the Contractor to PPA SA and signing the contract,
- b. to the Candidates within ten (10) days after the signing date of the contract.

9.2. GOOD PERFORMANCE GUARANTEE

A Good Performance Letter of Guarantee for the proper service implementation of agreed terms upon signing the Contract is required. The Good Performance Guarantee Letter will be issued by a financial institution in favor of PPA SA for an amount equal to 5% of the total amount of the contract without VAT, it must be of indefinite duration, and in accordance with **Annex F** hereof.

The Good Performance Guarantee Letter will be released upon contract expiration date (implementation period) and upon fulfillment of all terms of the contract which will be confirmed by IT & BPS Department.

10. SUBMISSION OF PROPOSALS

Interested candidates are invited to submit their proposal (alternative/second proposals are excluded) **Tuesday, 3rd of December 2024 until 12:00 Greek time (GMT +2)**. by email to the following email address: offersubmission@olp.gr

Proposal submission will be completely electronically through email as follows:

1. Each proposal should consist of two (2) individual folders: a. the participation documentation and technical proposal folder according to tender terms containing the documents according to **Article 11** and b. the financial proposal which should be protected with separate/different passwords according to **Article 12** and **Annex D**.
2. Both aforementioned folders should be protected with separate/different passwords. The passwords will be sent to PPA SA separately at each evaluation stage of the tender to a specific e-mail which will be notified by the PPA SA to all participants.
3. The proposals' files only (**not the passwords**) should be sent directly to Procurement Department by the candidates at the following e-mail: offersubmission@olp.gr before the tender's expiry deadline with the indication: **"Proposal for the Provision of Vulnerability Assessment and Professional Penetration Testing**

Services (VAPT)". The maximum acceptable size of each electronic proposal should be 5-7 Mbytes, while the acceptable type of proposals' compression is .zip (not .rar).

4. On the date and time of each evaluation stage (i.e. a. participating documentation –technical evaluation, b. financial evaluation), the requested passwords only (different password for each stage) should be sent to the group email which will be notified by the PPA to all participants in due time with the indication: "**Proposal for the Provision of Vulnerability Assessment and Professional Penetration Testing Services (VAPT)**".

11.PARTICIPATION DOCUMENTS & TECHNICAL PROPOSAL

Each Candidate in order to participate in this tender procedure and in order to prove the fulfilment of the above-mentioned according to **Article 6** eligibility criteria should submit, on pain of rejection of the Proposal, the following participation supporting documents as originals, legally certified copies or valid, simple, clear and easy-to-read information where applicable:

- A. Candidate's Articles of Incorporation, Partnership or Corporation, whichever is applicable or equivalent foundational documents. For domestic companies (Greece), this includes any amendments and the latest Articles of Representation (e.g., Government's Gazette and/or GEMI declaration). For international companies, equivalent documents according to their national legal framework, including any amendments and the latest representation documents or certificates, must be provided.
- B. Certificate of Registration from host country's government agency/ministry (GEMI);
- C. A participation letter of Guarantee according to the provisions of **Article 9.1**
- D. Recent economic data proving financial adequacy according to the provisions of **Article 6.1** (published financial statements, tax certificate etc);
- E. Proof of successful implementation of similar projects during the last two (2) years (2022-2023), related to professional penetration testing services, such as contracts, invoices, and acceptance protocols from the clients, accompanied by the client's complete contact details, according the provisions of **Article 6.2**
- F. Latest CVs of three (3) certified engineers within the project team signed by the proposed professional staff and the authorized representative submitting the documents, holding relevant certifications such as OSCP, OSEP, OSCE, CEH, CISSP, or equivalent qualifications in cybersecurity, including the certification evidences, according the provisions of **Article 6.3 and Annex C**.
- G. A valid and up-to-date ISO 27001 certification, demonstrating compliance with internationally recognized information security management standards, at the time of the tender submission, according the provisions of **Article 6.4**.
- H. **Annex B-Description of the Approach, Methodology and Testing Plan and Schedule for Performing the Assignment** must be included in which it will be described a detailed approach, methodology, testing plan, and schedule addressing all required penetration testing types, infrastructure components, security audits, assessment simulations, and phishing tests as specified in the **Annex A-Terms of Reference (TOR)**.
- I. A social security clearance certificate valid and in force¹.
- J. A tax clearance certificate valid and in force¹.
- K. A solemn declaration, affirming:
 1. It has not been declared bankrupt, entered liquidation, suspended operations, been placed under court administration, entered a composition in bankruptcy, ceased operations or entered any similar situation under any similar procedure, nor must it be part of any proceedings to be declared bankrupt or placed in compulsory liquidation or to enter a composition in bankruptcy or in any similar situation (restructuring, etc.).
 2. The administrators in the case of a limited or general partnership, private companies and limited liability companies, the Chairman and Managing Director/CEO in the case of a Société Anonyme, the natural persons exercising management functions in all other cases have not been convicted on the basis of a final judgement for:

¹ An equivalent formal document / certificate may be submitted according to the local rules and legislation of the candidate's country of establishment. In case an equivalent document cannot be issued, a formal declaration needs to be submitted by the candidate stating the reasons according to the local rules and legislation of the candidate's country of establishment

- a. participation in a criminal organization as defined in Article 2 of European Council Framework Decision 2008/841/JHA of 24 October 2008 on the fight against organized crime, as in force;
 - b. corruption as defined in Article 2(1) of European Council Framework Decision 2003/568/JHA of 22 July 2003 on combating corruption in the private sector, as in force;
 - c. fraud within the meaning of Article 1 of the Convention to protect the financial interests of the European Communities, as in force;
 - d. terrorist offences or offences linked to terrorist activities, as defined respectively in Articles 1 and 3 of Council Framework Decision 2002/475/JHA of 13 June 2002 on combating terrorism, or inciting, aiding or abetting, and attempting a crime, as defined in Article 4 thereof, as in force;
 - e. money laundering or terrorist financing as defined in Article 1 of Directive 2005/60/EC of the European Parliament and of the Council of 26 October 2005 on the prevention of the use of the financial system for the purpose of money laundering and terrorist financing, as in force;
 - f. child labor and other forms of human trafficking as defined in Article 2 of Directive 2011/36/EU of the European Parliament and of the Council of 5 April 2011 on preventing and combating trafficking in human beings and protecting its victims, and replacing Council Framework Decision 2002/629/JHA, as in force;
 - g. misappropriation, fraud, extortion, forgery, false testimony, bribery, fraudulent bankruptcy, in accordance with the provisions of the Hellenic Penal Code or crimes similar to their specific nature, in accordance with the provisions of any foreign legal orders.
3. It has discharged its obligations relating to payment of social security contributions in accordance with the applicable Greek law (in the case of Greece, or abroad but which is subject to the relevant obligation in Greece) or in accordance with the law of the country in which it is established.
 4. has discharged its tax obligations in accordance with applicable Greek law (in the case where they have tax obligations in Greece) or in accordance with the law of the country where it is established.
 5. that no contract non-performance has occurred in the past three (3) years (2021-2023) prior to the application, based on information from all fully resolved disputes or litigation.
- L. A solemn declaration, affirming:
- a. That all submitted documents are originals or legally certified copies or valid, simple, clear and easy-to-read true copies from the originals.
 - b. stating that it is fully aware of the contents of this call and unconditionally and unreservedly accepts its terms;
 - c. acknowledging that its participation in the process takes place at its sole risk and expense and that the participation as such does not establish any right to compensation from PPA or PPA's personnel;
 - d. acknowledging that disqualification from the Tender or failure to succeed in the Tender does not create any right to compensation for the Candidates;

Note that the corresponding certificates (that the Candidate is not bankrupt, not in liquidation, etc.), issued by the competent authorities of the country in which the company is established must be submitted, along with other supporting documents requested to the Candidate\ and must be in effect on the date the contract is to be signed. If the said certificates are not issued by the relevant country, they may be replaced by a sworn statement or, if there is no provision for such in the laws of the country of establishment, by a solemn declaration before a judicial or administrative authority, notary public or competent professional body of the country of origin or provenance.

The abovementioned participation supporting documents must be valid at the time of contract signing and should be resubmitted by the candidates upon request of PPA SA.

12. FINANCIAL PROPOSAL FOLDER

The financial proposal of the candidates will be submitted as per **Annex D**. The unit contract values of the invoice refer to the services fully cleared in accordance with the contract terms, include the legal general expenses and the contractor's profit, cover all the direct or indirect expenses of the project.

Candidates are not entitled to any remuneration for expenses incurred relating to the compilation and submission of their proposal, etc.

Each Candidate may submit only one financial proposal. Each submitted financial proposal binds the candidate in the tender **for a period of six (6) calendar months** from the date of submission of the proposals.

The offered prices will be expressed in euros (€), limited to two decimal places, will not include Value Added Tax (VAT), and will bind the Candidate throughout the validity of the financial proposal.

In light of the above, Candidates must fully and unreservedly guarantee the accuracy of their financial proposal, while within the contract to be signed, the Contractor must expressly waive its right to adjust its fee for any reason. Moreover, by submitting their financial proposal, Candidates unreservedly accept that, if chosen as Contractor, they will unreservedly undertake to carry out all services and in general to perform the project in full compliance with all terms, etc.

14. PAYMENT TERMS

The payment will be processed within two (2) calendar months from the issuance of the invoice, subject to the acceptance of the services by IT & BPS Department of PPA SA.

15. GENERAL TERMS AND CONDITIONS

1. PPA S.A. undertakes to fully respect the principles of confidentiality regarding the data and business information of the Candidates that will come to its knowledge during this procedure and are considered confidential.
2. PPA S.A. declares that it has fully adapted to the requirements of the new General Data Protection Regulation and the national laws ratifying it, and that it will comply with the relevant provisions throughout the competitive procedure.
3. This Call of Tender, as well as the Contract to be signed, are governed by the Greek law. The competent courts for the resolution of any disputes concerning this Call of Tender and the Contract are exclusively the courts of Piraeus.
4. If a Candidate is found to have made false or misleading claims or statements, PPA reserves the right to reject at any time, any proposal submitted by or on behalf of that Candidate. Candidates should be aware that giving false or misleading information is a serious offence under the Hellenic Criminal Code.
5. Nothing in this Call, any proposal, or any conduct or statement made before or after the issue of this Call is to be construed so as to create legitimate expectations or give rise to any contractual or other obligations, express or implied.

ANNEX A: TERMS OF REFERENCE (TOR)

The penetration testing services which are mandatory and must be performed with the following testing types:

- **External Black Box Testing:** The testing will be conducted with no prior knowledge of the internal structure or source code of the systems under review.
- **Internal Grey Box Testing:** Full access to the internal structure, and system configuration will be provided to perform the tests.

The Vulnerability Assessment and Penetration Testing (VAPT) services which are mandatory and must be carried out on the following infrastructure components:

- **Public Applications - Cloud Hosted:** A total of 4 public cloud-hosted applications.
- **Public Applications - PPA Hosted:** A total of 4 public applications hosted by PPA will be subjected to vulnerability and penetration testing to ensure they are secure from external and internal threats.
- **Internal Applications:** A total of 15 internal applications will be tested to identify gaps in internal defenses.
- **VPN Gateway SSL (Sample User):** One VPN gateway SSL (2 sample user access) will undergo testing to evaluate the security of remote user connections and identify potential weaknesses in the VPN infrastructure.
- **External Network Components:** A total of 6 external network components (IP addresses) will be assessed to detect vulnerabilities in network devices exposed to the public or other external sources.
- **Internal Network Components (Sample):** A total of 4 internal network components (IP addresses) will be reviewed for potential weaknesses within the organization's private network, including routers, switches, and other key infrastructure.
- **Wireless Networks (Sample):** Two SSIDs within the wireless network infrastructure will be tested to ensure secure configuration and assess risks associated with wireless access points and devices.
- **Critical Systems:** A total of 45 critical system components will undergo penetration testing. This includes application servers, database servers, domain controllers, file servers, virtualization hosts, and storage systems. The objective is to evaluate the security of essential systems that are crucial to the organization's operation.

Comprehensive security baseline audits on the systems and infrastructure as specified which are mandatory and must be performed. The audits will include the following key components:

- **Server Security Configuration Audit:** A security configuration audit will be performed on 2 sample servers to evaluate their configurations against established security standards and to identify potential vulnerabilities or misconfigurations that could be exploited.
- **Endpoint Security Configuration Audit:** A security configuration audit will be conducted on 2 sample endpoints to assess the endpoint security controls in place, including antivirus software, encryption, and user access controls, and ensure they align with best practices.

Assessment Simulations must be performed to various types of cyber threats to evaluate the organization's defenses:

- **Malware and Ransomware Defense Assessment:** Assessment of the current defenses against malware and ransomware attacks must be performed, simulating real-world scenarios to evaluate the effectiveness of the organization's defenses and response mechanisms.

Phishing attacks simulation which are mandatory and must be performed to evaluate the vulnerability of users to social engineering techniques:

Phishing Attack Simulation: A phishing attack simulation will be conducted, targeting 20 sample users. The objective is to measure user awareness, detectability of phishing attempts, and overall resilience to phishing attacks.

The awarded contractors must mandatory provide interim and final reports detailing the findings, which will include:

- **Vulnerabilities:** A list of all identified vulnerabilities, categorized by severity (low, medium, high, critical).
- **Exploits:** A description of the successful exploits, along with their impact on the system.
- **Evidence:** Supporting evidence for each vulnerability and exploit discovered, such as screenshots, logs, or code snippets.
- **Remediation Steps:** Detailed remediation steps for each identified vulnerability, providing clear guidance for resolution.
- **Best Practices:** Recommended security best practices for the client to follow in order to prevent future vulnerabilities.
- **Technical Walkthrough:** in-depth session with IT and Security staff to explain key vulnerabilities, their risks, and recommended remediation steps. This walkthrough will allow technical staff to fully understand the findings and take informed action on resolving issues.
- **Executive Summary:** A high-level report for senior management will summarize critical findings, potential impacts, and recommended actions, providing a clear overview for decision-makers to prioritize security improvements.

ANNEX B: DESCRIPTION OF THE APPROACH, METHODOLOGY AND TESTING PLAN AND SCHEDULE FOR PERFORMING THE ASSIGNMENT

The Candidate must present the Approach, Methodology and Testing plan and schedule for Performing the Assignment using the following:

- a) Technical Approach and methodology
- b) Testing plan and schedule

a) **Technical Approach and Methodology.** *In this section the candidate must explain their understanding of the objectives of the assignment, approach to the services, methodology for carrying out the activities and obtaining the expected output, and the degree of details of such output. The problems being addressed, and their importance should be highlighted and the technical approach that would be adopted to address them should be explained. The Candidate should also explain the methodologies being proposed and highlight the compatibility of those methodologies with the proposed approach. A list of the final documents, including reports, and tables to be delivered as final output, should be included here.*

Based on the above all candidates should mandatory provide the below:

1. The methodology which will be used to conduct the penetration tests, detailing each phase, from planning and reconnaissance to scanning, exploitation, post-exploitation, and reporting. The methodology should outline:
 - How the potential security weaknesses will be identified in both internal and external environments.
 - The procedures for safely testing vulnerabilities without disrupting systems.
 - Any specific techniques or approaches for testing applications, networks, and critical infrastructure.
2. The approach should adhere to recognized industry standards, ensuring compliance with best practices in penetration testing. Examples of relevant standards shall be including (e.g. OWASP - Open Web Application Security Project, NIST - National Institute of Standards and Technology, CREST-Council of Registered Ethical Security Testers, PTES-Penetration Testing Execution Standard etc.).
3. List of specific tools that will be used during testing, covering different aspects (Vulnerability Scanners, Exploit Tools, Network Analysis Tools, Custom Scripting and automation tools etc.) to identify known security issues.
4. An example of the report format should be included to show the clarity, structure, and level of detail that can be expected in the deliverables.

b) **Testing plan and schedule.** *In this section the candidate should propose the main activities of the assignment, their content and duration, phasing and interrelations, milestones (including interim approvals by the PPA SA, and delivery dates of the reports). The proposed Testing plan and schedule should be consistent with the technical approach and methodology, showing understanding of the TOR and ability to translate them into a feasible working plan.*

ANNEX C: FORMAT OF CURRICULUM VITAE (CV) FOR PROPOSED PROFESSIONAL STAFF

(certifications such as OSCP, OSEP, OSCE, CEH, CISSP, or equivalent qualifications in cybersecurity must be accompanied)

Proposed Position: _____
Name of Firm: _____
Name of Staff: _____
Profession: _____
Date of Birth: _____
Years with Firm/Entity: _____ Nationality: _____
Membership in Professional Societies: _____
Detailed Tasks Assigned: _____

Key Qualifications:

[Give an outline of staff member’s experience and training most pertinent to tasks on assignment. Describe degree of responsibility held by staff member on relevant previous assignments and give dates and locations. Use about half a page.]

Education:

[Summarize college/university and other specialized education of staff member, giving names of schools, dates attended, and degrees obtained. Use about one quarter of a page.]

Employment Record:

[Starting with present position, list in reverse order every employment held. List all positions held by staff member since graduation, giving dates, names of employing organizations, titles of positions held, and locations of assignments. For experience in last ten years, also give types of activities performed and client references, where appropriate. Use about two pages.]

Languages:

[For each language indicate proficiency: excellent, good, fair, or poor in speaking, reading, and writing.]

Certification:

I, the undersigned, certify that to the best of my knowledge and belief, these data correctly describe me, my qualifications, and my experience. I understand that any wilful misstatement described herein may lead to my disqualification or dismissal, if engaged.

[Signature of staff member and authorized representative of the firm] Date: _____
Day/Month/Year

Full name of staff member: _____
Full name of authorized representative: _____

ANNEX D: FINANCIAL PROPOSAL SUBMISSION FORM

_____ [Date]

PROVISION OF VULNERABILITY ASSESSMENT AND PENETRATION TESTING (VAPT) SERVICES

To: _____
[Name and address of PPA]

Ladies/Gentlemen:

We, the undersigned, offer to provide the services in accordance with the present call entitled “Provision of Vulnerability Assessment and Penetration Testing (VAPT) Services” dated (_____) [Date] and

Our attached Financial Proposal is for the sum of Euros (_____) [Amount in words and figures] and is our full and final proposal that does not include VAT.

We acknowledge and accept PPA SA’s right to inspect and audit all records relating to our Proposal irrespective of whether we enter into a contract with the PPA SA as a result of this Proposal or not.

We confirm that we have read, understood and accept the contents of the present Call of Tender, Terms of Reference (TOR), the provisions relating to the eligibility of candidates, any and all clarifications issued, and other attachments and inclusions included in the present call sent to us.

PROVISION OF VULNERABILITY ASSESSMENT AND PENETRATION TESTING (VAPT) SERVICES		
Service Description	Quantity	Total Cost (€) exc. VAT
Provision of Vulnerability Assessment and Penetration Testing (VAPT) Services	1	
VAT 24% (€)		
Total Cost (€) incl. VAT		

Our Proposal shall be valid and binding (without any terms) vis-à-vis PPA for six (6) calendar months after the expiry of submission date of the proposals, plus additional months if PPA SA requests so, according to the tender terms. We understand you are not bound to accept our Proposal and that we are not entitled to any compensation in case of non-acceptance or withdrawal of our proposal.

Yours sincerely,

_____ [Authorized Signature]

_____ [Name and Title of Signatory]:

_____ [Name of Firm]

_____ [Address]

ANNEX E: FORM OF TENDER PARTICIPATION BANK GUARANTEE LETTER

(TENDER BANK GUARANTEE)

Piraeus Port Authority S.A. (PPA S.A.)

10, Akti Miaouli

185 38, Piraeus Greece

Date:

Dear Sirs,

1. We have been advised that:

a)[Full Name], a [Type of Entity], lawfully established under the laws of [jurisdiction], with registered offices at [Full Address of Registered Office], registration number [number of corporations' or similar register], as lawfully represented (the "Candidate") intends to submit a binding proposal (the "Proposal"), in response to a document entitled "**CALL OF TENDER FOR PROVISION OF VULNERABILITY ASSESSMENT AND PENETRATION TESTING (VAPT) SERVICES**", issued by Piraeus Port Authority S.A. ("PPA" or "you") and dated (The "Call"). Capitalised terms not defined herein shall be used as defined in the Call.

2. We have been advised that the obligations of Candidates regarding their participation in the tender process are several and accept to be bound by and to honour this letter of guarantee whether or not a call on this instrument results from the act or omission of any of the persons named at the beginning of paragraph 3 below.

3. In view of the foregoing and at the request and for the account of the Candidate, we [Full Name of Eligible Bank], acting through our [●] branch of [Full Address], hereby guarantee irrevocably and unreservedly to PPA S.A. for the full and proper observance by, and compliance of the Candidate with the terms and conditions applicable to their participation in the Process, as well as for any and all other financial and non-financial obligations of the Candidate relating to its participation in the Process, each pursuant to Call and the provisions of applicable law, up to a maximum aggregate amount of (€)

4. We shall commit the above amount and shall pay same to you in whole or in such part as you may specify in writing, without any objection or pretext, within two (2) Athens business days following receipt of your first and simple demand in writing or by authenticated SWIFT making reference to this letter of guarantee and stating that the candidate(s) failed to comply with the terms

5. We hereby expressly and irrevocably waive the benefit of division and discussion, our right to invoke any of the objections of the prime obligor, including personal and non-personal objections and, in particular, any objection provided for under Articles 852-855, 862-863, 866, 867 and 869 of the Greek Civil Code and waiving also any and all of our rights under the said Articles.

6. No approval, act or consent on the part of any of the Candidates, the applicant(s) hereof or any third party shall be required for payment of any amounts hereunder. In addition, no objection or disagreement of any of the foregoing persons or their eventual recourse to courts of any jurisdiction or arbitral tribunals seeking non-forfeiture of this letter of guarantee shall be taken into consideration.

7. Subject to paragraph 8 below, this letter of guarantee is valid for **nine (9) months** duration and in any case shall remain in full force and effect until the earlier of: (a) the date on which all amounts available hereunder have been fully and actually drawn and paid to you; (b) upon receipt of your confirmation in writing or by authenticated SWIFT to the effect that you finally and irrevocably release us from any obligations hereunder.

8. This guarantee shall be governed and construed in accordance with Greek law. The courts of Piraeus, Greece shall have exclusive jurisdiction to resolve any disputes associated with this instrument.

Respectfully,

For [Eligible Bank]

[Authorized Signatures]

ANNEX F: FORM OF GOOD PERFORMANCE BANK GUARANTEE

(TENDER BANK GUARANTEE)

Piraeus Port Authority S.A. (PPA S.A.)
10, Akti Miaouli
185 38, Piraeus Greece
Date:

Dear Sirs,

1. Herewith we guarantee, irrevocably and unconditionally, waiving the right to divide and to require the debtor to pay first, in favour of Piraeus Port Authority S.A. Akti Miaouli 10, 18538 Piraeus, Greece and up to the amount of euro [.....] for the good performance of the contract with [...company name...], [...company address..], concerning the tender procedure initiated on [...date..], as subsequently amended accordingly of Piraeus Port Authority S.A. Akti Miaouli 10, 18538 Piraeus, Greece, with the subject: **“CALL OF TENDER FOR PROVISION OF VULNERABILITY ASSESSMENT AND PENETRATION TESTING (VAPT SERVICES)”** of total value euro [.....], in accordance with the number [...] purchase order of yours dated [.....].
2. The above amount of guarantee is held at your disposal which we are obliged to pay to you in whole or in part without any rejection or objection on our behalf and without considering the merits of your claim within three (3) days upon your written notice.
3. For the purpose of identification your written demand for payment and all other correspondences has to be presented to us in full by authenticated swift message to our swift address [.....] through the intermediary of a bank. Within the validity period of this guarantee, confirming that your original demand for payment or any other correspondence has been sent to us by registered mail or special courier and that the signatures appearing thereon are authentic and legally binding upon your company. Your written demand or other correspondence by registered mail or special courier shall be accompanied by a cover letter issued by the intermediary bank confirming that the signatures appearing on the beneficiary's attached document are authentic and legally binding upon your company. Your written demand and all other correspondence shall be issued in Greek or English language. For the avoidance of doubt, your demand for payment or any other correspondence shall be deemed to have lodged on the date on which your demand for payment or any other correspondence sent via registered mail or special courier is in our possession at our counters in [.....]
4. This guarantee is valid of indefinite duration at the latest and will automatically become null and void, if your claim in the above form has not been received by us on or before the above-mentioned expiry date regardless of such date being a banking day or not. Upon expiry, we shall be automatically released and discharged from all our liabilities under this guarantee, whether this guarantee is returned to us from cancellation or not.
5. This guarantee is personal to you and is neither assignable nor transferable.
6. If the guarantee is forfeited, the amount of the forfeiture is subject to the applicable stamp duty.
7. This guarantee is governed by Greek law and it is subject to the exclusive jurisdiction of the courts of Piraeus, Greece.

Respectfully,

For [Eligible Bank]

[Authorized Signatures]