



## **Bidding Documents**

**For**

**Procurement of Goods**

**Agence Française de Développement**



**JULY 2025**

## Invitation for Bids

Date: **16 July 2025**

Name of Country: **ETHIOPIA**

Name of Project: **SUPPLY OF REACHSTAKER CONTAINER HANDLING MACHINERIES FOR THE ETHIOPIAN SHIPPING AND LOGISTICS (ESL)**

IFB N°: **PRQ20250033**

1. The *TradeMark Africa* has received funds from the Agence Française de Développement (the French Development Agency) towards the cost of “Promoting regional economic integration in the Horn of Africa through the development of the Djibouti Corridor” (the “Project”). It is intended that part of the proceeds of these funds will be applied to eligible payments under the contract for **Supply of Reachstacker container handling machineries for the Ethiopian shipping and logistics (ESL)**.
2. The *TradeMark Africa* now invites sealed bids from eligible bidders for the procurement of **Four units of Reachstacker container handling machineries for the Ethiopian shipping and logistics (ESL)**. (“the Goods”).
3. Interested eligible bidders may obtain further information from and inspect the Bidding Documents at the [www.trademarkafrica.com](http://www.trademarkafrica.com) and at **TradeMark Africa office, Elili International Hotel Building, 19th Floor, Kazanchis Business District, Guinea Conakry Street, Kirkos Sub-City, woreda 17/18, Addis Ababa, Ethiopia** and inspect the Bidding Documents between the hours of **8.00 a.m. to 4 p.m. EAT Time**.
4. The provisions in the Instructions to Bidders and in the General Conditions of Contract are the provisions of the Agence Française de Développement’s *Bidding Documents for Procurement of Goods*.
5. Bids must be delivered to the above office on or before **11:00AM EAT, 15 September 2025** and must be accompanied by Bid securing declaration.
6. Bids will be opened in public and in the presence of bidders’ representatives who choose to attend on **15 September 2024 at 11:10am EAT** at the offices of **TradeMark Africa office, Elili International Hotel Building, 19th Floor, Kazanchis Business District, Guinea Conakry Street, Kirkos Sub-City, woreda 17/18, Addis Ababa, Ethiopia**.
7. Qualification criteria are as follows:
  - The firm must have previously executed similar projects and of similar scale or larger (at least three assignments in the last 7 years). Copies of proof i.e. letter of award and assignment completion **MUST** be provided.
  - The firm must be an authorized supplier of the category of machinery. A manufacturer authorization form (MAF) must be provided as proof.
  - Additional details are provided in the Bidding Documents.

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## BIDDING DOCUMENTS

For

**Procurement of: Supply of reachstacker container  
handling machineries for the Ethiopian Shipping and  
Logistics (ESL)**

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**IPC No: PRQ20250033**

**Project:** Promoting regional economic integration in the Horn of Africa through the development of the Djibouti Corridor

**Purchaser:** *TradeMark Africa*

**Country:** *Ethiopia*

**Issued on:** *16 July 2025*

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## **PART 1 – Bidding Procedures**

# Section I. Instructions to Bidders

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## Section I. Instructions to Bidders

### A. General

1. **Scope of Bid**
  - 1.1 In connection with the Invitation for Bids, **specified in the Bid Data Sheet (BDS)**, the Purchaser, **as specified in the BDS**, issues these Bidding Documents for the Procurement of Goods and Related Services incidental thereto as specified in Section VII, Schedule of Requirements. The name, identification and number of lots (contracts) of this International Procurement Competition (IPC) are **specified in the BDS**.
  - 1.2 Throughout these Bidding Documents:
    - (a) The term “in writing” means communicated in written form (e.g. by mail, e-mail, fax, telex) with proof of receipt;
    - (b) If the context so requires, “singular” means “plural” and vice versa; and
    - (c) “Day” means calendar day.
2. **Source of Funds**
  - 2.1 The Purchaser **specified in the BDS** has applied for or received financing (hereinafter called “funds”) from the Agence Française de Développement (hereinafter called “the AFD”), toward the project named **in BDS**. The Purchaser intends to apply a portion of the funds to eligible payments under the contract for which these Bidding Documents are issued.
3. **Prohibited Practices**
  - 3.1 The AFD requires compliance with its policy regarding prohibited practices as set forth in Section VI.
  - 3.2 In further pursuance of this policy, Bidders shall permit and shall cause its agents (where declared or not), sub-contractors, sub-consultants, service providers or suppliers and to permit the AFD to inspect all accounts, records and other documents relating to the submission of the application, bid submission, and contract performance (in the case of award), and to have them audited by auditors appointed by the AFD.
4. **Eligible Bidders**
  - 4.1 A Bidder may be a firm that is a private entity, a state-owned entity-subject to ITB 4.3- or any combination of such entities in the form of a joint venture (JV) under an existing agreement or with the intent to enter into such an agreement supported by a letter of intent. In the case of a joint venture, all members shall be jointly and severally liable for the execution of the Contract in accordance with the Contract terms. The JV shall



nominate a Representative who shall have the authority to conduct all business for and on behalf of any and all the members of the JV during the bidding process and, in the event the JV is awarded the Contract, during contract execution.

4.2 A Bidder shall not have a conflict of interest. Any Bidder found to have a conflict of interest shall be disqualified. A Bidder may be considered to have a conflict of interest for the purpose of this bidding process, if the Bidder:

- (a) Directly or indirectly controls, is controlled by or is under common control with another Bidder; or
  - (b) Receives or has received any direct or indirect subsidy from another Bidder; or
  - (c) Has the same legal representative as another Bidder; or
  - (d) Has a relationship with another Bidder, directly or through common third parties, that puts it in a position to influence the bid of another Bidder, or influence the decisions of the Purchaser regarding this bidding process; or
  - (e) Participates in more than one bid in this bidding process. Participation by a Bidder in more than one Bid will result in the disqualification of all Bids in which such Bidder is involved. However, this does not limit the inclusion of the same subcontractor in more than one bid; or
  - (f) Any of its affiliates participated as a consultant in the preparation of the design or technical specifications of the goods that are the subject of the bid; or
  - (g) Any of its affiliates has been hired (or is proposed to be hired) by the Purchaser for the Contract implementation; or
  - (h) Has a close business or family relationship with a professional staff of the Purchaser (or of the project implementing agency, or of a recipient of a part of the funds) who: (i) are directly or indirectly involved in the preparation of the bidding documents or specifications of the contract, and/or the bid evaluation process of such contract; or (ii) would be involved in the implementation or supervision of such contract unless the conflict stemming from such relationship has been resolved in a
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manner acceptable to the AFD throughout the procurement process and execution of the contract.

- 4.3 The AFD's eligibility criteria to bid are described in Section V, Eligibility criteria.
- 4.4 A Bidder shall not be under suspension from bidding by the Purchaser as the result of the execution of a Bid-Securing Declaration.
- 4.5 A Bidder shall provide such evidence of eligibility satisfactory to the Purchaser, as the Purchaser shall reasonably request.

**5. Eligible Goods and Related Services**

- 5.1 All the Goods and Related Services to be supplied under the Contract and financed by the AFD may have their origin in any country in accordance with Section V, Eligibility Criteria.
- 5.2 For purposes of this Clause, the term "goods" includes commodities, raw material, machinery, equipment, and industrial plants; and "related services" includes services such as insurance, installation, training, and initial maintenance.
- 5.3 The term "origin" means the country where the goods have been mined, grown, cultivated, produced, manufactured or processed; or, through manufacture, processing, or assembly, another commercially recognized article results that differs substantially in its basic characteristics from its components.

**B. Contents of Bidding Documents**

**6. Sections of Bidding Documents**

- 6.1 The Bidding Documents consist of Parts 1, 2, and 3, which include all the Sections indicated below, and should be read in conjunction with any Addenda issued in accordance with ITB 8.

**PART 1 - Bidding Procedures**

- Section I. Instructions to Bidders (ITB);
- Section II. Bidding Data Sheet (BDS);
- Section III. Evaluation and Qualification Criteria;
- Section IV. Bidding Forms;
- Section V. Eligibility Criteria;
- Section VI. AFD Policy - Prohibited Practices and Environmental and Social Responsibility;

## PART 2 - Supply Requirements

- Section VII. Schedule of Requirements;

## PART 3 - Contract

- Section VIII. General Conditions of Contract (GCC);
- Section IX. Special Conditions of Contract (SCC);
- Section X. Contract Forms.

6.2 The Invitation for Bids issued by the Purchaser is not part of the Bidding Documents.

6.3 Unless obtained directly from the Purchaser, the Purchaser is not responsible for the completeness of the Bidding Documents, responses to requests for clarification or Addenda to the Bidding Documents in accordance with ITB 8. In case of any contradiction, documents obtained directly from the Purchaser shall prevail.

6.4 The Bidder is expected to examine all instructions, forms, terms, and specifications in the Bidding Documents and to furnish with its Bid all information or documentation as is required by the Bidding Documents.

### 7. Clarification of Bidding Documents

7.1 A Bidder requiring any clarification of the Bidding Documents shall contact the Purchaser in writing at the Purchaser's address **specified in the BDS**. The Purchaser will respond in writing to any request for clarification, provided that such request is received no later than 14 (fourteen) days prior to the deadline for submission of bids. The Purchaser shall forward copies of its response to all Bidders who have acquired the Bidding Documents in accordance with ITB 6.3, including a description of the inquiry but without identifying its source. If so **specified in the BDS**, the Purchaser shall also promptly publish its response at the web page **identified in the BDS**. Should the clarification result in changes to the essential elements of the Bidding Documents, the Purchaser shall amend the Bidding Documents following the procedure under ITB 8 and ITB 22.2.

### 8. Amendment of Bidding Document

8.1 At any time prior to the deadline for submission of bids, the Purchaser may amend the Bidding Documents by issuing addenda.

8.2 Any addendum issued shall be part of the Bidding Documents and shall be communicated in writing to all who have obtained the Bidding Documents from the Purchaser in accordance with ITB 6.3. The

Purchaser shall also promptly publish the addendum on the Purchaser's web page in accordance with ITB 7.1.

- 8.3 To give Bidders reasonable time in which to take an addendum into account in preparing their bids, the Purchaser may, at its discretion, extend the deadline for the submission of bids, pursuant to ITB 22.2.

### C. Preparation of Bids

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|-------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>9. Cost of Bidding</b>                       | 9.1 The Bidder shall bear all costs associated with the preparation and submission of its bid, and the Purchaser shall not be responsible or liable for those costs, regardless of the conduct or outcome of the bidding process.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| <b>10. Language of Bid</b>                      | 10.1 The Bid, as well as all correspondence and documents relating to the Bid exchanged by the Bidder and the Purchaser, shall be written in the language <b>specified in the BDS</b> . Supporting documents and printed literature that are part of the Bid may be in another language provided they are accompanied by an accurate translation of the relevant passages into the language <b>specified in the BDS</b> , in which case, for purposes of interpretation of the Bid, such translation shall govern.                                                                                                                                                                                                                                                                                                                 |
| <b>11. Documents<br/>Comprising the<br/>Bid</b> | <p>11.1 The Bid shall comprise the following:</p> <ul style="list-style-type: none"> <li>(a) Bid submission Form and the Bidding Forms in accordance with ITB 12;</li> <li>(b) Completed schedules, in accordance with ITB 12 and 14;</li> <li>(c) Bid Security or Bid-Securing Declaration, in accordance with ITB 19.1;</li> <li>(d) Alternative bids, if permissible, in accordance with ITB 13;</li> <li>(e) Written confirmation authorizing the signatory of the Bid to commit the Bidder, in accordance with ITB 20.2;</li> <li>(f) Statement of Integrity, Eligibility and Environmental and Social Responsibility duly signed, in accordance with ITB 12;</li> <li>(g) Documentary evidence in accordance with ITB 17 establishing the Bidder's qualifications to perform the contract if its Bid is accepted;</li> </ul> |

- (h) Documentary evidence in accordance with ITB 17 establishing the Bidder's eligibility to bid;
- (i) Documentary evidence in accordance with ITB 16, that the Goods and Related Services to be supplied by the Bidder are of eligible origin;
- (j) Documentary evidence in accordance with ITB 16 and 29, that the Goods and Related Services conform to the Bidding Documents;
- (k) Any other document **required in the BDS**.

11.2 In addition to the requirements under ITB 11.1, bids submitted by a JV shall include a copy of the Joint Venture Agreement entered into by all members. Alternatively, a letter of intent to execute a Joint Venture Agreement in the event of a successful bid shall be signed by all members and submitted with the bid, together with a copy of the proposed Agreement.

11.3 The Bidder shall furnish in the Bid Submission Form information on commissions and gratuities, if any, paid or to be paid to agents or any other party relating to this Bid.

**12. Bid Submission Form, Bidding Forms and Statement of Integrity and Price Schedules**

12.1 The Bid Submission Form, the Bidding Forms and the Statement of Integrity and Price Schedules shall be prepared using the relevant forms furnished in Section IV, Bidding Forms. The forms must be completed without any alterations to the text, and no substitutes shall be accepted except as provided under ITB 20.4. All blank spaces shall be filled in with the information requested.

**13. Alternative Bids**

13.1. Unless otherwise **specified in the BDS**, alternative bids shall not be considered.

**14. Bid Prices and Discounts**

14.1 The prices and discounts quoted by the Bidder in the Bid Submission Form and in the Price Schedules shall conform to the requirements specified below.

14.2 All lots (contracts) and items must be listed and priced separately in the Price Schedules.

14.3 The price to be quoted in the Bid Submission Form shall be the total price of the bid, excluding any discounts offered.

- 14.4 The Bidder shall quote any discounts and indicate the methodology for their application in the Bid Submission Form.
- 14.5 Prices quoted by the Bidder shall be fixed during the Bidder's performance of the Contract and not subject to variation on any account, **unless otherwise specified in the BDS**. A bid submitted with an adjustable price quotation shall be treated as nonresponsive and shall be rejected, pursuant to ITB 29. However, if in accordance with the BDS, prices quoted by the Bidder shall be subject to adjustment during the performance of the Contract, a bid submitted with a fixed price quotation shall not be rejected, but the price adjustment shall be treated as zero.
- 14.6 If so, specified in ITB 1.1, bids are being invited for individual lots (contracts) or for any combination of lots (packages). Unless otherwise **specified in the BDS**, prices quoted shall correspond to 100 % of the items specified for each lot and to 100% of the quantities specified for each item of a lot. Bidders wishing to offer discounts for the award of more than one Contract shall specify in their bid the price reductions applicable to each package, or alternatively, to individual Contracts within the package. Discounts shall be submitted in accordance with ITB 14.4 provided the bids for all lots (contracts) are opened at the same time.
- 14.7 The term CIP and other similar terms shall be governed by the rules prescribed in the current edition of Incoterms, published by The International Chamber of Commerce, **as specified in the BDS**.
- 14.8 Prices shall be quoted as specified in each Price Schedule included in Section IV, Bidding Forms. The disaggregation of price components is required solely for the purpose of facilitating the comparison of bids by the Purchaser. In quoting prices, the Bidder shall be free to use transportation through carriers registered in any eligible country, in accordance with Section V, Eligibility Criteria. Similarly, the Bidder may obtain insurance services from any eligible country in accordance with Section V, Eligibility Criteria. Prices shall be entered in the following manner:
- (a) For Goods manufactured in the Purchaser's Country:
- (i) The price of the Goods quoted CIP named place of destination, including all customs duties and sales and other taxes already paid or payable on the components

and raw material used in the manufacture or assembly of the Goods; and

- (ii) Any Purchaser's Country sales tax and other taxes which will be payable on the Goods if the contract is awarded to the Bidder.

(b) For Goods manufactured outside the Purchaser's Country, to be imported:

- (i) The price of the Goods, quoted CIP named place of destination, in the Purchaser's Country, **as specified in the BDS**; and
- (ii) Any Purchaser's Country sales and other taxes which will be payable on the Goods if the contract is awarded to the Bidder.

(c) For Goods manufactured outside the Purchaser's Country, already imported:

- (i) The price of the Goods, quoted CIP named place of destination, excluding the custom duties and other import taxes already paid (need to be supported with documentary evidence) or to be paid on the Goods already imported;
- (ii) All custom duties and other import taxes already paid (need to be supported with documentary evidence) or to be paid on the Goods already imported in the Purchaser's country, payable on the Goods, if the Contract is awarded to the Bidder;
- (iii) Any Purchaser's Country sales and other taxes which will be payable on the Goods if the contract is awarded to the Bidder; and

(d) For Related Services specified in Section VII - Schedule of Requirements:

- (i) The price of each item comprising the Related Services (exclusive of any applicable taxes);
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- (ii) All custom duties, sales and other taxes applicable in the Purchaser's country, payable on the Related Services, if the Contract is awarded to the Bidder.

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| <p><b>15. Currencies of Bid and Payment</b></p>                                                           | <p>15.1 The currency(ies) of the bid and the currency(ies) of payments shall be <b>as specified in the BDS</b>. The Bidder shall quote in the currency of the Purchaser's Country the portion of the bid price that corresponds to expenditures incurred in the currency of the Purchaser's country, unless otherwise <b>specified in the BDS</b>.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| <p><b>16. Documents Establishing the Eligibility and Conformity of the Goods and Related Services</b></p> | <p>16.1 To establish the eligibility of the Goods and Related Services in accordance with ITB 5, Bidders shall complete the country-of-origin declarations in the Price Schedule Forms, included in Section IV, Bidding Forms.</p> <p>16.2 To establish the conformity of the Goods and Related Services to the Bidding Documents, the Bidder shall furnish as part of its Bid the documentary evidence that the Goods conform to the technical specifications and standards specified in Section VII, Schedule of Requirements.</p> <p>16.3 The documentary evidence may be in the form of literature, drawings or data, and shall consist of a detailed item by item description of the essential technical and performance characteristics of the Goods and Related Services, demonstrating substantial responsiveness of the Goods and Related Services to the technical specification, and if applicable, a statement of deviations and exceptions to the provisions of the Section VII, Schedule of Requirements.</p> <p>16.4 The Bidder shall also furnish a list giving full particulars, including available sources and current prices of spare parts, special tools, etc., necessary for the proper and continuing functioning of the Goods during the period <b>specified in the BDS</b> following commencement of the use of the goods by the Purchaser.</p> <p>16.5 Standards for workmanship, process, material, and equipment, as well as references to brand names or catalogue numbers specified by the Purchaser in the Schedule of Requirements, are intended to be descriptive only and not restrictive. The Bidder may offer other standards of quality, brand names, and/or catalogue numbers, provided that it demonstrates, to the Purchaser's satisfaction, that the substitutions ensure substantial equivalence or are superior to those specified in the Section VII, Schedule of Requirements.</p> |



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| <b>17. Documents Establishing the Eligibility and Qualifications of the Bidder</b> | <p>17.1 To establish Bidder's their eligibility in accordance with ITB 4, Bidders shall complete the Bid Submission Form, included in Section IV, Bidding Forms.</p> <p>17.2 The documentary evidence of the Bidder's qualifications to perform the contract if its bid is accepted shall establish to the Purchaser's satisfaction:</p> <ul style="list-style-type: none"> <li>(a) That, if <b>required in the BDS</b>, a Bidder that does not manufacture or produce the Goods it offers to supply shall submit the Manufacturer's Authorization using the form included in Section IV, Bidding Forms to demonstrate that it has been duly authorized by the manufacturer or producer of the Goods to supply these Goods in the Purchaser's Country;</li> <li>(b) That, if <b>required in the BDS</b>, in case of a Bidder not doing business within the Purchaser's Country, the Bidder is or will be (if awarded the contract) represented by an Agent in the country equipped and able to carry out the Supplier's maintenance, repair and spare parts-stocking obligations prescribed in the Conditions of Contract and/or Technical Specifications; and</li> <li>(c) That the Bidder meets each of the qualification criterion specified in Section III, Evaluation and Qualification Criteria.</li> </ul> |
| <b>18. Period of Validity of Bids</b>                                              | <p>18.1 Bids shall remain valid for the period <b>specified in the BDS</b> after the bid submission deadline date prescribed by the Purchaser in accordance with ITB 22.1. A bid valid for a shorter period shall be rejected by the Purchaser as nonresponsive.</p> <p>18.2 In exceptional circumstances, prior to the expiration of the bid validity period, the Purchaser may request bidders to extend the period of validity of their bids. The request and the responses shall be made in writing. If a Bid Security is requested in accordance with ITB Clause 19, it shall also be extended for twenty-eight (28) days beyond the deadline of the extended validity period. A Bidder may refuse the request without forfeiting its Bid Security. A Bidder granting the request shall not be required or permitted to modify its bid, except as provided in ITB 18.3.</p> <p>18.3 If the award is delayed by a period exceeding fifty-six (56) days beyond the expiry of the initial bid validity, the Contract price shall be determined as follows:</p>                                                                                                                                                                                                                                                  |
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- (a) In the case of fixed price contracts, the Contract price shall be the bid price adjusted by the factor **specified in the BDS**;
- (b) In the case of adjustable price contracts, no adjustment shall be made;
- (c) In any case, bid evaluation shall be based on the bid price without taking into consideration the applicable correction from those indicated above.

## 19. Bid Security

- 19.1 The Bidder shall furnish as part of its bid, either a Bid-Securing Declaration or a bid security, as **specified in the BDS**, in original form and, in the case of a bid security, in the amount and currency **specified in the BDS**.
- 19.2 A Bid Securing Declaration shall use the form included in Section IV, Bidding Forms.
- 19.3 If a bid security is specified pursuant to ITB 19.1, the bid security shall be a demand guarantee in any of the following forms at the Bidder's option:
  - (a) An unconditional guarantee issued by a bank or financial institution (such as an insurance, bonding or surety company);
  - (b) An irrevocable letter of credit;
  - (c) A cashier's or certified check; or
  - (d) Another security **specified in the BDS**;

from a reputable source from an eligible country as specified in Section V, Eligibility Criteria. If the unconditional guarantee is issued by a financial institution located outside the Purchaser's Country, the issuing financial institution shall have a correspondent financial institution located in the Purchaser's Country to make it enforceable. In the case of a bank guarantee, the bid security shall be submitted either using the Bid Security Form included in Section IV, Bidding Forms, or in another substantially similar format approved by the Purchaser prior to bid submission. The bid security shall be valid for twenty-eight (28) days beyond the original validity period of the bid, or beyond any period of extension if requested under ITB 18.2.

- 19.4 If a Bid Security is specified pursuant to ITB 19.1, any bid not accompanied by a substantially responsive Bid Security or Bid-Securing Declaration shall be rejected by the Purchaser as non-responsive.
- 19.5 The Bid Security of unsuccessful Bidders shall be returned as promptly as possible upon the successful Bidder's signing the contract and furnishing the Performance Security pursuant to ITB 42.
- 19.6 The Bid Security of the successful Bidder shall be returned as promptly as possible once the successful Bidder has signed the contract and furnished the required performance security.
- 19.7 The Bid Security may be forfeited or the Bid Securing Declaration executed:
- (a) If a Bidder withdraws its bid during the period of bid validity specified by the Bidder on the Bid Submission Form, or any extension thereto provided by the Bidder; or
  - (b) If the successful Bidder fails to:
    - (i) Sign the Contract in accordance with ITB 41; or
    - (ii) Furnish a performance security in accordance with ITB 42.
- 19.8 The Bid Security or Bid- Securing Declaration of a JV must be in the name of the JV that submits the bid. If the JV has not been legally constituted into a legally enforceable JV at the time of bidding, the Bid Security or Bid-Securing Declaration shall be in the names of all future members as named in the letter of intent referred to in ITB 4.1 and ITB 11.2.
- 19.9 If a bid security is **not required in the BDS**, pursuant to ITB 19.1, and:
- (a) If a Bidder withdraws its bid during the period of bid validity specified by the Bidder on the Bid Submission Form, or any extension thereto provided by the Bidder; or
  - (b) If the successful Bidder fails to: sign the Contract in accordance with ITB 41; or furnish a performance security in accordance with ITB 42;
- the Purchaser may, **if provided for in the BDS**, declare the Bidder ineligible to be awarded a contract by the Purchaser for a period of time **as stated in the BDS**.
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**20. Format and Signing of Bid**

20.1 The Bidder shall prepare one original of the documents comprising the bid as described in ITB 11 and clearly mark it "ORIGINAL." Alternative bids, if permitted in accordance with ITB 13, shall be clearly marked "ALTERNATIVE." In addition, the Bidder shall submit copies of the bid, in the number **specified in the BDS** and clearly mark them "COPY." In the event of any discrepancy between the original and the copies, the original shall prevail.

20.2 The original and all copies of the bid shall be typed or written in indelible ink and shall be signed by a person duly authorized to sign on behalf of the Bidder. This authorization shall consist of a written confirmation **as specified in the BDS** and shall be attached to the bid. The name and position held by each person signing the authorization must be typed or printed below the signature. All pages of the bid where entries or amendments have been made shall be signed or initialed by the person signing the bid.

20.3 In case the Bidder is a JV, the Bid shall be signed by an authorized representative of the JV on behalf of the JV, and so as to be legally binding on all the members as evidenced by a power of attorney signed by their legally authorized representatives. If the JV has not been legally constituted into a legally enforceable JV at the time of bidding, then the Bid shall be signed by every member of the proposed JV.

20.4 Any inter-lineation, erasures, or overwriting shall be valid only if they are signed or initialed by the person signing the bid.

**D. Submission and Opening of Bids**

**21. Sealing and Marking of Bids**

21.1 The Bidder shall enclose the original and all copies of the bid, including alternative bids, if permitted in accordance with ITB 13, in separate sealed envelopes, duly marking the envelopes as "ORIGINAL", "ALTERNATIVE" and "COPY". These envelopes containing the original and the copies shall then be enclosed in one single envelope.

21.2 The inner and outer envelopes shall:

- (a) Bear the name and address of the Bidder;
- (b) Be addressed to the Purchaser in accordance with ITB 22.1;
- (c) Bear the specific identification of this bidding process indicated in ITB 1.1; and

- (d) Bear a warning not to open before the time and date for bid opening.
- 21.3 If all envelopes are not sealed and marked as required, the Purchaser will assume no responsibility for the misplacement or premature opening of the bid.
- 22. Deadline for Submission of Bids**
- 22.1 Bids must be received by the Purchaser at the address and no later than the date and time **specified in the BDS. When so specified in the BDS**, bidders shall have the option of submitting their bids electronically. Bidders submitting bids electronically shall follow the electronic bid submission procedures **specified in the BDS**.
- 22.2 The Purchaser may, at its discretion, extend the deadline for the submission of bids by amending the Bidding Documents in accordance with ITB 8, in which case all rights and obligations of the Purchaser and Bidders previously subject to the deadline shall thereafter be subject to the deadline as extended.
- 23. Late Bids**
- 23.1. The Purchaser shall not consider any bid that arrives after the deadline for submission of bids, in accordance with ITB 22. Any bid received by the Purchaser after the deadline for submission of bids shall be declared late, rejected, and returned unopened to the Bidder.
- 24. Withdrawal, Substitution, and Modification of Bids**
- 24.1 A Bidder may withdraw, substitute, or modify its Bid after it has been submitted by sending a written notice, duly signed by an authorized representative, and shall include a copy of the authorization (the power of attorney) in accordance with ITB 20.2. The corresponding substitution or modification of the bid must accompany the respective written notice. All notices must be:
- (a) Prepared and submitted in accordance with ITB 20 and 21 (except that withdrawal notices do not require copies), and in addition, the respective envelopes shall be clearly marked "WITHDRAWAL," "SUBSTITUTION," or "MODIFICATION"; and
- (b) Received by the Purchaser prior to the deadline prescribed for submission of bids, in accordance with ITB 22.
- 24.2 Bids requested to be withdrawn in accordance with ITB 24.1 shall be returned unopened to the Bidders.
- 24.3 No bid may be withdrawn, substituted, or modified in the interval between the deadline for submission of bids and the expiration of the

period of bid validity specified by the Bidder on the Bid Submission Form or any extension thereof.

## 25. Bid Opening

- 25.1 Except as in the cases specified in ITB 23 and 24, the Purchaser shall publicly open and read out in accordance with ITB 25 all bids received by the deadline (regardless of the number of bids received), at the date, time and place **specified in the BDS** in the presence of Bidders' designated representatives and anyone who choose to attend. Any specific electronic bid opening procedures required if electronic bidding is permitted, in accordance with ITB 22.1, shall be as **specified in the BDS**.
- 25.2 First, envelopes marked "WITHDRAWAL" shall be opened and read out and the envelope with the corresponding bid shall not be opened but returned to the Bidder. No bid withdrawal shall be permitted unless the corresponding withdrawal notice contains a valid authorization to request the withdrawal and is read out at bid opening. Next, envelopes marked "SUBSTITUTION" shall be opened and read out and exchanged with the corresponding Bid being substituted, and the substituted Bid shall not be opened, but returned to the Bidder. No Bid substitution shall be permitted unless the corresponding substitution notice contains a valid authorization to request the substitution and is read out at bid opening. Envelopes marked "MODIFICATION" shall be opened and read out with the corresponding Bid. No Bid modification shall be permitted unless the corresponding modification notice contains a valid authorization to request the modification and is read out at Bid opening. Only bids that are opened and read out at Bid opening shall be considered further.
- 25.3 All other envelopes shall be opened one at a time, reading out: the name of the Bidder and whether there is a modification; the total Bid Prices, per lot (contract) if applicable, including any discounts and alternative bids; the presence or absence of a Bid Security or Bid-Securing Declaration, if required; and any other details as the Purchaser may consider appropriate. Only discounts and alternative bids read out at Bid opening shall be considered for evaluation. The Bid Submission Form and the Price Schedules are to be initialed by a minimum of three representatives of the Purchaser attending bid opening. The Purchaser shall neither discuss the merits of any bid nor reject any bid (except for late bids, in accordance with ITB 23.1).
- 25.4 The Purchaser shall prepare a record of the bid opening that shall include, as a minimum: the name of the Bidder and whether there is a

withdrawal, substitution, or modification; the Bid Price, per lot (contract) if applicable, including any discounts, and alternative bids; and the presence or absence of a Bid Security or Bid-Securing Declaration, if one was required. The Bidders' representatives who are present shall be requested to sign the record. The omission of a Bidder's signature on the record shall not invalidate the contents and effect of the record. A copy of the record shall be distributed to all Bidders.

#### **E. Evaluation and Comparison of Bids**

- 26. Confidentiality**
- 26.1 Information relating to the examination, evaluation, and comparison of the bids, and qualification of the Bidders and recommendation of contract award, shall not be disclosed to Bidders or any other persons not officially concerned with the bidding process until information on Contract Award is communicated to all Bidders in accordance with ITB 40.
- 26.2 Any attempt by a Bidder to influence the Purchaser in the examination, evaluation, and comparison of the bids, and qualification of the bidders, or contract award decisions may result in the rejection of its Bid.
- 26.3 Notwithstanding ITB 26.2, from the time of bid opening to the time of Contract Award, if any Bidder wishes to contact the Purchaser on any matter related to the bidding process, it shall do so in writing.
- 27. Clarification of Bids**
- 27.1 To assist in the examination, evaluation, comparison of the bids, and qualification of the Bidders, the Purchaser may, at its discretion, ask any Bidder for a clarification of its Bid, given a reasonable time for a response. Any clarification submitted by a Bidder that is not in response to a request by the Purchaser shall not be considered. The Purchaser's request for clarification and the response shall be in writing. No change, including any voluntary increase or decrease, in the prices or substance of the Bid shall be sought, offered, or permitted, except to confirm the correction of arithmetic errors discovered by the Purchaser in the Evaluation of the bids, in accordance with ITB 31.
- 27.2 If a Bidder does not provide clarifications of its Bid by the date and time set in the Purchaser's request for clarification, its Bid may be rejected.
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**28. Deviations,  
Reservations, and  
Omissions**

- 28.1 During the evaluation of bids, the following definitions apply:
- (a) “Deviation” is a departure from the requirements specified in the Bidding Documents;
  - (b) “Reservation” is the setting of limiting conditions or withholding from complete acceptance of the requirements specified in the Bidding Documents; and
  - (c) “Omission” is the failure to submit part or all of the information or documentation required in the Bidding Documents.



**29. Determination of Responsiveness**

- 29.1 The Purchaser's determination of a bid's responsiveness is to be based on the contents of the bid itself, as defined in ITB 11.
- 29.2 A substantially responsive Bid is one that meets the requirements of the Bidding Documents without material deviation, reservation, or omission. A material deviation, reservation, or omission is one that:
- (a) If accepted, would:
    - (i) Affect in any substantial way the scope, quality, or performance of the Goods and Related Services specified in the Contract; or
    - (ii) Limit in any substantial way, inconsistent with the Bidding Documents, the Purchaser's rights or the Bidder's obligations under the proposed Contract; or
  - (b) If rectified, would unfairly affect the competitive position of other bidders presenting substantially responsive bids.
- 29.3 The Purchaser shall examine the technical aspects of the bid submitted in accordance with ITB 16, in particular, to confirm that all requirements of Section VII, Schedule of Requirements have been met without any material deviation or reservation, or omission.
- 29.4 If a bid is not substantially responsive to the requirements of the Bidding Documents, it shall be rejected by the Purchaser and may not subsequently be made responsive by correction of the material deviation, reservation, or omission.

**30. Nonconformities, Errors and Omissions**

- 30.1 Provided that a Bid is substantially responsive, the Purchaser may waive any nonmaterial nonconformities in the Bid.
- 30.2 Provided that a bid is substantially responsive, the Purchaser may request that the Bidder submit the necessary information or documentation, within a reasonable period of time, to rectify nonmaterial nonconformities in the bid related to documentation requirements. Requesting information or documentation on such nonconformities shall not be related to any aspect of the price of the Bid. Failure of the Bidder to comply with the request may result in the rejection of its Bid.
- 30.3 Provided that a bid is substantially responsive, the Purchaser shall rectify quantifiable nonmaterial nonconformities related to the Bid Price. To this
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effect, the Bid Price shall be adjusted, for comparison purposes only, to reflect the price of a missing or non-conforming item or component.

**31. Correction of  
Arithmetical  
Errors**

31.1 Provided that the Bid is substantially responsive, the Purchaser shall correct arithmetical errors on the following basis:

- (a) If there is a discrepancy between the unit price and the line item total that is obtained by multiplying the unit price by the quantity, the unit price shall prevail and the line item total shall be corrected, unless in the opinion of the Purchaser there is an obvious misplacement of the decimal point in the unit price, in which case the line item total as quoted shall govern and the unit price shall be corrected;
- (b) If there is an error in a total corresponding to the addition or subtraction of subtotals, the subtotals shall prevail, and the total shall be corrected; and
- (c) If there is a discrepancy between words and figures, the amount in words shall prevail, unless the amount expressed in words is related to an arithmetic error, in which case the amount in figures shall prevail subject to (a) and (b) above.

31.2 Bidders shall be requested to accept correction of arithmetical errors. Failure to accept the correction in accordance with ITB 31.1 shall result in the rejection of the Bid.

**32. Conversion to  
Single Currency**

32.1 For evaluation and comparison purposes, the currency(ies) of the Bid shall be converted in a single currency as **specified in the BDS**.

**33. Margin of  
Preference**

33.1 **Unless otherwise specified in the BDS**, a margin of preference shall not apply.

**34. Evaluation of Bids**

34.1 The Purchaser shall use the criteria and methodologies listed in this Clause. No other evaluation criteria or methodologies shall be permitted.

34.2 To evaluate a Bid (evaluation will be done for Items or Lots (contracts), as **specified in the BDS**), the Purchaser shall consider the following:

- (a) The Bid Price as quoted in accordance with clause 14;
- (b) Price adjustment for correction of arithmetic errors in accordance with ITB 31.1;

- (c) Price adjustment due to discounts offered in accordance with ITB 14.4;
  - (d) Price adjustment due to quantifiable nonmaterial nonconformities in accordance with ITB 30.3;
  - (e) Converting the amount resulting from applying (a) to (d) above, if relevant, to a single currency in accordance with ITB 32;
  - (f) The additional evaluation factors as specified in Section III, Evaluation and Qualification Criteria.
- 34.3 The estimated effect of the price adjustment provisions of the Conditions of Contract, applied over the period of execution of the Contract, shall not be taken into account in bid evaluation.
- 34.4 If these Bidding Documents allows Bidders to quote separate prices for different lots (contracts), the methodology to determine the lowest evaluated price of the lot (contract) combinations, including any discounts offered in the Bid Submission Form, is specified in Section III, Evaluation and Qualification Criteria
- 34.5 The Purchaser's evaluation of a bid will exclude and not take into account:
- (a) In the case of Goods manufactured in the Purchaser's Country, sales and other similar taxes, which will be payable on the goods if a contract is awarded to the Bidder;
  - (b) In the case of Goods manufactured outside the Purchaser's Country, already imported or to be imported, customs duties and other import taxes levied on the imported Good, sales and other similar taxes, which will be payable on the Goods if the contract is awarded to the Bidder;
  - (c) In the case of Related Services, customs duties and sales and other similar taxes that will be payable on the Related Services if the contract is awarded to the Bidder;
  - (d) Any allowance for price adjustment during the period of execution of the contract, if provided in the bid.
- 34.6 The Purchaser's evaluation of a bid may require the consideration of other factors, in addition to the Bid Price quoted in accordance with ITB 14. These factors may be related to the characteristics, performance, and terms and conditions of purchase of the Goods and Related
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Services. The effect of the factors selected, if any, shall be expressed in monetary terms to facilitate comparison of bids, unless otherwise **specified** in Section III, Evaluation and Qualification Criteria. The criteria and methodologies to be used shall be as specified in Section III, Evaluation and Qualification Criteria.

34.7 If the bid, which results in the lowest Evaluated Bid Price, is significantly lower than the Purchaser's estimate, the Purchaser shall require the Bidder to produce detailed price analyses for any or all items of the Price Schedules, to demonstrate the internal consistency of those prices with the supply requirements and the method and schedule proposed. If one or several inconsistencies are evidenced, the bid shall be declared non-compliant and rejected.

**35. Comparison of Bids** 35.1 The Purchaser shall compare the evaluated prices of all substantially responsive bids established in accordance with ITB 34.2 to determine the lowest evaluated bid.

**36. Qualification of the Bidder** 36.1 The Purchaser shall determine to its satisfaction whether the Bidder that is selected as having submitted the lowest evaluated and substantially responsive bid meets the qualifying criteria specified in Section III, Evaluation and Qualification Criteria.

36.2 The determination shall be based upon an examination of the documentary evidence of the Bidder's qualifications submitted by the Bidder, pursuant to ITB 17.

36.3 An affirmative determination shall be a prerequisite for award of the Contract to the Bidder. A negative determination shall result in disqualification of the bid, in which event the Purchaser shall proceed to the next lowest evaluated bid to make a similar determination of that Bidder's qualifications to perform satisfactorily.

**37. Purchaser's Right to Accept Any Bid, and to Reject Any or All Bids** 37.1 The Purchaser reserves the right to annul the bidding process and reject all bids at any time prior to contract award, without thereby incurring any liability to Bidders. In case of annulment, all bids submitted and specifically, bid securities, shall be promptly returned to the Bidders.

#### **F. Award of Contract**

**38. Award Criteria** 38.1 Subject to ITB 37.1, the Purchaser shall award the Contract to the Bidder whose bid has been determined to be the lowest evaluated bid and is substantially responsive to the Bidding Documents, provided

further that the Bidder is determined to be qualified to perform the Contract satisfactorily.

**39. Purchaser's Right to Vary Quantities at Time of Award**

39.1 At the time the Contract is awarded, the Purchaser reserves the right to increase or decrease the quantity of Goods and Related Services originally specified in Section VII, Schedule of Requirements, provided this does not exceed the percentages **specified in the BDS**, and without any change in the unit prices or other terms and conditions of the bid and the Bidding Documents.

**40. Notification of Award**

40.1 Prior to the expiration of the period of bid validity, the Purchaser shall notify the successful Bidder, in writing, that its Bid has been accepted. The notification letter (hereinafter and in the Conditions of Contract and Contract Forms called the "Letter of Acceptance") shall specify the sum that the Purchaser will pay the Supplier in consideration of the supply of Goods (hereinafter and in the Conditions of Contract and Contract Forms called "the Contract Price"). At the same time, the Purchaser shall also notify all other Bidders of the results of the bidding.

40.2 Until a formal Contract is prepared and executed, the notification of award shall constitute a binding Contract.

40.3 The Purchaser shall promptly respond in writing to any unsuccessful Bidder who, after notification of award in accordance with ITB 40.1, requests in writing the grounds on which its bid was not selected.

**41. Signing of Contract**

41.1 Promptly after notification, the Purchaser shall send the successful Bidder the Contract Agreement.

41.2 Within twenty-eight (28) days of receipt of the Contract Agreement, the successful Bidder shall sign, date, and return it to the Purchaser.

41.3 Notwithstanding ITB 41.2 above, in case signing of the Contract Agreement is prevented by any export restrictions attributable to the Purchaser, to the country of the Purchaser, or to the use of the products/goods, systems or services to be supplied, where such export restrictions arise from trade regulations from a country supplying those products/goods, systems or services, the Bidder shall not be bound by its bid, always provided however, that the Bidder can demonstrate to the satisfaction of the Purchaser and of the AFD that signing of the Contract Agreement has not been prevented by any lack of diligence on the part of the Bidder in completing any formalities, including applying for permits, authorizations

and licenses necessary for the export of the products/goods, systems or services under the terms of the Contract.

**42. Performance  
Security**

- 42.1 Within twenty-eight (28) days of the receipt of notification of award from the Purchaser, the successful Bidder shall furnish the Performance Security in accordance with the GCC, using for that purpose the Performance Security Form included in Section X, Contract Forms, or another Form acceptable to the Purchaser. If the Performance Security furnished by the successful Bidder is in the form of a bond, it shall be issued by a bonding or insurance company that has been determined by the successful Bidder to be acceptable to the Purchaser. A foreign institution providing a bond shall have a correspondent financial institution located in the Purchaser's Country.
- 42.2 Failure of the successful Bidder to submit the above-mentioned Performance Security or sign the Contract shall constitute sufficient grounds for the annulment of the award and forfeiture of the Bid Security or execution of the Bid-Securing Declaration. In that event the Purchaser may award the Contract to the next lowest evaluated Bidder, whose bid is substantially responsive and is determined by the Purchaser to be qualified to perform the Contract satisfactorily.

## Section II. Bid Data Sheet (BDS)

The following specific data for the goods to be procured shall complement, supplement, or amend the provisions in the Instructions to Bidders (ITB). Whenever there is a conflict, the provisions herein shall prevail over those in ITB.

| ITB Clause Reference | A. General                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
|----------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| ITB 1.1              | The number of the Invitation for Bids is: <i>PRQ20250033</i>                                                                                                                                                                                                                                                                                                                                                                                                                 |
| ITB 1.1              | The Purchaser is: TradeMark Africa                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| ITB 1.1              | The name and identification number of the IPC are <i>Supply of Reachstaker Container Handling Machineries for The Ethiopian Shipping and Logistics (ESL)</i>                                                                                                                                                                                                                                                                                                                 |
| ITB 2.1              | The name of the Project is: Promoting regional economic integration in the Horn of Africa through the development of the Djibouti Corridor.                                                                                                                                                                                                                                                                                                                                  |
|                      | <b>B. Contents of Bidding Documents</b>                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| ITB 7.1              | For <u>clarification of bid purposes</u> only, the Purchaser's address is:<br>Attention: <i>Joe Namwaya</i> , Head of Procurement<br><i>Elili International Hotel Building,</i><br><i>19th Floor, Kazanchis Business District,</i><br><i>Guinea Conakry Street, Kirkos Sub-City, woreda 17/18,</i><br><i>City: Addis Ababa</i><br><i>Country: Ethiopia.</i><br>Electronic mail address: <a href="mailto:procurement@trademarkafrica.com">procurement@trademarkafrica.com</a> |
| ITB 7.1              | Web page : <a href="http://www.trademarkafrica.com">www.trademarkafrica.com</a>                                                                                                                                                                                                                                                                                                                                                                                              |
|                      | <b>C. Preparation of Bids</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| ITB 10.1             | The language of the bid is English.<br><br>All correspondence exchange shall be in the English language. Language for translation of supporting documents and printed literature is English.                                                                                                                                                                                                                                                                                 |

|                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|-------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>ITB 11.1 (k)</b>     | <p>The Bidder shall submit the following additional</p> <ul style="list-style-type: none"> <li>a. Letter of completion/ reference letters for the assignment previously completed MUST be provided to demonstrate past experience</li> <li>b. Manufacturer's authorization letter</li> <li>c. Equipment list and delivery workplan;</li> <li>d. CVs of personnel for installation and training;</li> <li>e. Brochures describing equipment</li> </ul>                                                                                                                                                                                                                                                     |
| <b>ITB 13.1</b>         | Alternative Bids <i>shall not be</i> considered.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| <b>ITB 14.5</b>         | The prices quoted by the Bidder "shall not "be adjustable.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| <b>ITB 14.6</b>         | N/A                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| <b>ITB 14.7</b>         | <p>The Incoterms edition is Incoterms 2010. However, the definition of the place and date associated with "delivery" is modified as follows:</p> <ul style="list-style-type: none"> <li>(a) Under "CIP" Incoterms defines "delivery" as the place and date where risk transfers from the seller to the buyer.</li> <li>(b) In these Bidding Documents, when using "CIP" and not referring to the transfer of risk, the term "delivery" shall be interpreted as the date and place where the Goods and Related Services arrive at the named place of destination, which is the Addis Ababa, Ethiopia, Kality Dry Port and this date should be reflected in the Delivery and Completion Schedule</li> </ul> |
| <b>ITB 14.8 (b) (i)</b> | Named Place of Destination: Addis Ababa, Ethiopia, Kality Dry Port                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| <b>ITB 15.1</b>         | The prices shall be quoted by the bidder in: USD.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| <b>ITB 16.4</b>         | Period of time the Goods are expected to be functioning (for the purpose of spare parts): as per the warranty period mentioned in equipment's specifications                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| <b>ITB 17.2 (a)</b>     | Manufacturer's authorization is: <i>Required</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| <b>ITB 17.2 (b)</b>     | After sales service is: <i>Required</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| <b>ITB 18.1</b>         | The bid validity period shall be <i>120 calendar</i> days.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |



|                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
|---------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>ITB 18.3 (a)</b> | The bid price shall be adjusted by the following factor: <i>as will be indicated in the request for bid validity extension</i>                                                                                                                                                                                                                                                                                                                                                         |
| <b>ITB 19.1</b>     | A Bid Security is not required.<br>A Bid-Securing Declaration <i>is</i> required which should be 3% of the bid price.                                                                                                                                                                                                                                                                                                                                                                  |
| <b>ITB 19.3 (d)</b> | Other types of acceptable securities: None                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| <b>ITB 19.9</b>     | If Bidder incurs any of the actions prescribed in subparagraphs (a) or (b) of this provision, the Purchaser will declare the Bidder ineligible to be awarded contracts by the Purchaser for a period of two (2) years                                                                                                                                                                                                                                                                  |
| <b>ITB 20.1</b>     | In addition to the original of the bid, the number of copies is: <b>one (1) original and two (2) copies and one (1) digital copy (USB key).</b>                                                                                                                                                                                                                                                                                                                                        |
| <b>ITB 20.2</b>     | The written confirmation of authorization to sign on behalf of the Bidder shall consist of: <i>"a power of attorney established in the name of the signatory of the bid"</i>                                                                                                                                                                                                                                                                                                           |
|                     | <b>D. Submission and Opening of Bids</b>                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| <b>ITB 22.1</b>     | For bid submission purposes, the Purchaser's address is:<br>Attention: <b>Mr. Joe Namwaya, Head of Procurement</b><br>Street: <b>Elili International Hotel Building</b><br>Floor /Office Number: <b>19th Floor, Kazanchis Business District, Guinea Conakry Street, Kirkos Sub-City, woreda 17/18,</b><br>City: <b>Addis Ababa</b><br>Country: <b>Ethiopia</b><br><br><b>The deadline for the submission of bids is:</b><br>Date: <i>15 September 2025</i><br>Time: <i>11:00AM EAT</i> |
| <b>ITB 22.1</b>     | Bidders <i>shall not</i> have the option of submitting their bids electronically.                                                                                                                                                                                                                                                                                                                                                                                                      |
| <b>ITB 25.1</b>     | The bid opening shall take place at:<br>Street: <b>Elili International Hotel Building</b><br>Floor /Office Number: <b>19th Floor, Kazanchis Business District, Guinea Conakry Street, Kirkos Sub-City, woreda 17/18,</b>                                                                                                                                                                                                                                                               |

|                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
|-----------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                 | <p>City: <b>Addis Ababa</b></p> <p>Country: <b>Ethiopia</b></p> <p>Date: 15 September 2025</p> <p>Time: 11:10AM EAT</p> <p>No minimum number of bids is required in order to proceed to bid opening.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
|                 | <b>E. Evaluation and Comparison of Bids</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| <b>ITB 32.1</b> | <p>The currency that shall be used for bid evaluation and comparison purposes to convert all bid prices expressed in different currencies into a single currency is: <b>USD</b></p> <p>The source of exchange rate shall be: <i>National Bank of Ethiopia</i></p> <p>The date for the exchange rate shall be submission deadline date</p>                                                                                                                                                                                                                                                                                                                    |
| <b>ITB 33.1</b> | N/A                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| <b>ITB 34.2</b> | <p>Evaluation will be done for: Items</p> <p><i>Bids will be evaluated for each item and the Contract will comprise the item(s) awarded to the successful Bidder. If a Price Schedule shows items listed but not priced, their prices shall be assumed to be included in the prices of other items. An item not listed in the Price Schedule shall be assumed to be not included in the bid, and provided that the bid is substantially responsive, the highest price of the item quoted by substantially responsive bidders will be added to the bid price and the equivalent total cost of the bid so determined will be used for price comparison</i></p> |
|                 | <b>F. Award of Contract</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| <b>ITB 39.1</b> | <p>The maximum percentage by which quantities may be increased is: 15%</p> <p>The maximum percentage by which quantities may be decreased is: 15%</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| <b>ITB 42.1</b> | <p>The Performance Security amount is 10% of contract value and will be in form of: Bank Guarantee from a reputable commercial bank tier one confirmed via SWIFT system.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |

**Section III. Evaluation and Qualification Criteria**

*This Section complements the Instructions to Bidders. It contains the criteria that the Purchaser may use to evaluate a bid and determine whether a Bidder has the required qualifications. No other criteria shall be used.*

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## **1. Evaluation (ITB 34)**

### **1.1 Evaluation Criteria (ITB 34.6)**

The Purchaser's evaluation of Bids for Goods may take into account, in addition to the Bid Price quoted in accordance with ITB Clause 14.8, one or more of the following factors as specified in ITB Sub-Clause 34.2 (f), using the following criteria and methodologies.

**(b) Cost of major replacement components, and mandatory spare parts**

The list of items of major assemblies, components, and selected spare parts, likely to be required during the initial period of operation specified in the BDS sub-clause 16.4 is in the List of Goods. The quantities provided by the Bidder shall be evaluated against the recommendations of the user's manuals provided by the Good's manufacturers.

**(c) Operating and/or Maintenance Costs**

An adjustment to take into account the extended operating and/or maintenance costs of the Goods will be added to the Bid Price, for evaluation purposes only. The adjustment will be calculated by:

- (i) Aggregating the operating and/or maintenance average annual rate priced by the Bidder in its Bid over a period of 2 years;**

**1.2. Multiple Contracts (ITB 34.4)**

Not Applicable.

## 2. Qualification (ITB 36)

After determining the lowest-evaluated bid in accordance with ITB 35.1, the Purchaser shall carry out the post qualification of the Bidder in accordance with ITB 36, using only the requirements specified. Requirements not included in the tables below shall not be used in the evaluation of the Bidder's qualifications.

| Eligibility and Qualification Criteria |                      |                                                                 | Compliance Requirements |                                      |                       |            | Documentation                                            |
|----------------------------------------|----------------------|-----------------------------------------------------------------|-------------------------|--------------------------------------|-----------------------|------------|----------------------------------------------------------|
| No.                                    | Subject              | Requirement                                                     | Single Entity           | Joint Venture (existing or intended) |                       |            | Submission Requirements                                  |
|                                        |                      |                                                                 |                         | All Parties Combined                 | Each Member           | One Member |                                                          |
| 1. Eligibility                         |                      |                                                                 |                         |                                      |                       |            |                                                          |
| 1.1                                    | Nationality          | Nationality in accordance with ITB 4.3                          | Must meet requirement   | Must meet requirement                | Must meet requirement | N/A        | Forms ELI – 1.1 and 1.2, with attachments                |
| 1.2                                    | Conflict of Interest | No conflicts of interest in accordance with ITB 4.2             | Must meet requirement   | Must meet requirement                | Must meet requirement | N/A        | Bid Submission Form                                      |
| 1.3                                    | AFD Eligibility      | Not being ineligible for AFD financing, as described in ITB 4.3 | Must meet requirement   | Must meet requirement                | Must meet requirement | N/A        | Statement of Integrity (appendix to Bid Submission Form) |
| 1.4                                    | State-owned Entity   | Meets conditions of ITB 4.3                                     | Must meet requirement   | Must meet requirement                | Must meet requirement | N/A        | Forms ELI – 1.1 and 1.2, with attachments                |

| Eligibility and Qualification Criteria |                                                                                                                         |                                                                                                                                     | Compliance Requirements            |                                      |                                    |            | Documentation           |
|----------------------------------------|-------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------|------------------------------------|--------------------------------------|------------------------------------|------------|-------------------------|
| No.                                    | Subject                                                                                                                 | Requirement                                                                                                                         | Single Entity                      | Joint Venture (existing or intended) |                                    |            | Submission Requirements |
|                                        |                                                                                                                         |                                                                                                                                     |                                    | All Parties Combined                 | Each Member                        | One Member |                         |
| 2. Historical Contract Non-Performance |                                                                                                                         |                                                                                                                                     |                                    |                                      |                                    |            |                         |
| 2.1                                    | History of Non-Performing Contracts                                                                                     | Termination of a contract <sup>1</sup> did not occur as a result of Supplier default in the past 5 years.                           | Must meet requirement <sup>2</sup> | Must meet requirements               | Must meet requirement <sup>2</sup> | N/A        | Form CON-2              |
| 2.2                                    | Suspension Based on Execution of Bid Securing Declaration by the Purchaser or withdrawal of the Bid within Bid validity | Not under suspension based on execution of a Bid Securing Declaration pursuant to ITB 4.4 or withdrawal of a Bid pursuant ITB 19.9. | Must meet requirement              | Must meet requirement                | Must meet requirement              | N/A        | Bid Submission Form     |
| 2.3                                    | Pending Litigation                                                                                                      | All pending litigation shall in total not represent more than                                                                       | Must meet requirement              | N/A                                  | Must meet requirement              | N/A        | Form CON – 2            |

<sup>1</sup> Non-performance shall include all terminations of contracts where (a) non-performance was not challenged by the supplier, including through referral to the dispute resolution mechanism under the respective contract, and (b) contracts that were so challenged but fully settled against the supplier. Non-performance shall not include contracts where Purchasers decision was overruled by the dispute resolution mechanism.

<sup>2</sup> This requirement also applies to contracts executed by the Bidder as JV member.

| Eligibility and Qualification Criteria |         |                                                                                                           |               |                                      |             |            |                         |
|----------------------------------------|---------|-----------------------------------------------------------------------------------------------------------|---------------|--------------------------------------|-------------|------------|-------------------------|
| Compliance Requirements                |         |                                                                                                           |               | Documentation                        |             |            |                         |
| No.                                    | Subject | Requirement                                                                                               | Single Entity | Joint Venture (existing or intended) |             |            | Submission Requirements |
|                                        |         |                                                                                                           |               | All Parties Combined                 | Each Member | One Member |                         |
|                                        |         | one hundred percent (100%) of the Bidder's net worth and shall be treated as resolved against the Bidder. |               |                                      |             |            |                         |



| Eligibility and Qualification Criteria |                        | Compliance Requirements                                                                                                                                                                                                                                                                                                                                               |                       |                                      |                       | Documentation |                                  |
|----------------------------------------|------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|--------------------------------------|-----------------------|---------------|----------------------------------|
| No.                                    | Subject                | Requirement                                                                                                                                                                                                                                                                                                                                                           | Single Entity         | Joint Venture (existing or intended) |                       |               | Submission Requirements          |
|                                        |                        |                                                                                                                                                                                                                                                                                                                                                                       |                       | All Parties Combined                 | Each Member           | One Member    |                                  |
| 3. Financial Situation and Performance |                        |                                                                                                                                                                                                                                                                                                                                                                       |                       |                                      |                       |               |                                  |
| 3.1                                    | Financial Capabilities | Submission of audited balance sheets or if not required by the law of the Bidder’s country, other financial statements acceptable to the Purchaser, for the last 3 years to demonstrate the current soundness of the Bidder’s financial position based on the following criteria:<br><br>a) liquidity ratio ≥ 1.1<br>((Current Assets) / (Current Liabilities) ≥ 1.1) | Must meet requirement | N/A                                  | Must meet requirement | N/A           | Form FIN – 3.1, with attachments |

| Eligibility and Qualification Criteria |                                         |                                                                                                                                                                                                   |                       |                                      |                                                        |                                                  |                         |
|----------------------------------------|-----------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|--------------------------------------|--------------------------------------------------------|--------------------------------------------------|-------------------------|
| Compliance Requirements                |                                         |                                                                                                                                                                                                   |                       | Documentation                        |                                                        |                                                  |                         |
| No.                                    | Subject                                 | Requirement                                                                                                                                                                                       | Single Entity         | Joint Venture (existing or intended) |                                                        |                                                  | Submission Requirements |
|                                        |                                         |                                                                                                                                                                                                   |                       | All Parties Combined                 | Each Member                                            | One Member                                       |                         |
|                                        |                                         | <b>b) indebtedness ratio <math>\leq 80\%</math></b><br>$((\text{Total Liabilities}) \times 100 / (\text{Total Assets}) \leq 80\%)$                                                                |                       |                                      |                                                        |                                                  |                         |
| 3.2                                    | <b>Average Annual Supplier Turnover</b> | Minimum average annual supplier turnover of US\$ 5,000,000 calculated as total certified payments received for contracts in progress and/or completed within the last 3 years, divided by 3 years | Must meet requirement | Must meet requirement                | Must meet twenty-five percent (25%) of the requirement | Must meet forty percent (40%) of the requirement | Form FIN – 3.2          |

| Eligibility and Qualification Criteria |                     |                                                                                                                                                                                                    | Compliance Requirements |                                      |             |            | Documentation           |
|----------------------------------------|---------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------|--------------------------------------|-------------|------------|-------------------------|
| No.                                    | Subject             | Requirement                                                                                                                                                                                        | Single Entity           | Joint Venture (existing or intended) |             |            | Submission Requirements |
|                                        |                     |                                                                                                                                                                                                    |                         | All Parties Combined                 | Each Member | One Member |                         |
| 4. Experience                          |                     |                                                                                                                                                                                                    |                         |                                      |             |            |                         |
| 4.1                                    | Similar Experience  | A minimum number of similar <sup>3</sup> contracts specified below that have been satisfactorily and substantially <sup>4</sup> completed as Supplier, or joint venture member in the last 3 years | Must meet requirement   | Must meet requirement <sup>5</sup>   | N/A         | N/A        | Form EXP 4.1            |
| 4.2                                    | Specific Experience | Availability at the bid submission date in the Purchaser’s Country of spare parts and                                                                                                              | Must meet requirement   | Must meet requirement                | N/A         | N/A        | Form EXP 4.1            |

<sup>3</sup> The similarity shall be based on the physical size, complexity, methods/technology and/or other characteristics described in Section VII, Schedule of Requirements. Summation of number of small value contracts (less than the value specified under requirement) to meet the overall requirement will not be accepted.

<sup>4</sup> Substantial completion shall be based on 80% or more completed under the contract.

<sup>5</sup> In the case of JV, the value of contracts completed by its members shall not be aggregated to determine whether the requirement of the minimum value of a single contract has been met. Instead, each contract performed by each member shall satisfy the minimum value of a single contract as required for single entity. In determining whether the JV meets the requirement of total number of contracts, only the number of contracts completed by all members each of value equal or more than the minimum value required shall be aggregated.

| Eligibility and Qualification Criteria |         | Compliance Requirements                                                                                          |               |                                      |             | Documentation |                         |
|----------------------------------------|---------|------------------------------------------------------------------------------------------------------------------|---------------|--------------------------------------|-------------|---------------|-------------------------|
| No.                                    | Subject | Requirement                                                                                                      | Single Entity | Joint Venture (existing or intended) |             |               | Submission Requirements |
|                                        |         |                                                                                                                  |               | All Parties Combined                 | Each Member | One Member    |                         |
|                                        |         | after sales services facilities in operation for at least 6 months for the Goods offered in the Bid <sup>6</sup> |               |                                      |             |               |                         |

### 3. Domestic Preference (ITB 33): Not Applicable

<sup>6</sup> An acceptable alternative to meet this requirement is the evidence by the Bidder of one successful experience in the past five (5) years of creating and operating for a period of time exceeding one year an after sales services facility in a foreign country.

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**Bid Submission Form**

*[The Bidder shall prepare his Bid Submission Form on a Letterhead paper specifying his name and address]*

Date: \_\_\_\_\_

IPC No.: \_\_\_\_\_

Invitation for Bid No.: \_\_\_\_\_

Alternative No.: \_\_\_\_\_

To: \_\_\_\_\_

We, the undersigned, declare that:

- (a) We have examined and have no reservations to the Bidding Documents, including Addenda issued in accordance with Instructions to Bidders (ITB 8) \_\_\_\_\_;
- (b) We have no conflict of interest in accordance with ITB 4.2;
- (c) We have not been suspended nor declared ineligible by the Purchaser based on execution of a Bid Securing Declaration in the Purchaser's country in accordance with ITB 4.4;
- (d) We offer to supply in conformity with the Bidding Documents and in accordance with the Delivery Schedule specified in the Schedule of Requirements the following Goods: \_\_\_\_\_  
\_\_\_\_\_;
- (e) The total price of our Bid, excluding any discounts offered in item (f) below is:
  - i) In case of only one lot, total price of the Bid \_\_\_\_\_
  - ii) In case of multiple lots, total price of each lot \_\_\_\_\_
  - iii) In case of multiple lots, total price of all lots (sum of all lots) \_\_\_\_\_
- (f) The discounts offered and the methodology for their application are:
  - i) The discounts offered are: \_\_\_\_\_
  - ii) The exact method of calculations to determine the net price after application of discounts is shown below: \_\_\_\_\_

- (g) Our bid shall be valid for a period of \_\_\_\_\_ days from the date fixed for the bid submission deadline in accordance with the Bidding Documents, and it shall remain binding upon us and may be accepted at any time before the expiration of that period;
- (h) If our bid is accepted, we commit to obtain performance security in accordance with ITB 42 of the Bidding Documents;
- (i) We are not participating, as a Bidder, in more than one bid in this bidding process in accordance with ITB 4.2(e), other than alternative bids submitted in accordance with ITB 13;
- (j) We understand that this bid, together with your written acceptance thereof included in your notification of award, shall constitute a binding contract between us, until a formal contract is prepared and executed;
- (k) We understand and accept that the Purchaser reserves the right to annul the bidding process and reject all bids at any time prior to contract award, without thereby incurring any liability to Bidders; and
- (l) We hereby certify that we have taken steps to ensure that no person acting for us or on our behalf will engage in any type of fraud and corruption.

Name of the Bidder\* \_\_\_\_\_

Name of the person duly authorized to sign the Bid on behalf of the Bidder\*\* \_\_\_\_\_

Title of the person signing the Bid \_\_\_\_\_

Signature of the person named above \_\_\_\_\_

Date signed \_\_\_\_\_ day of \_\_\_\_\_

\*: In the case of the Bid submitted by joint venture specify the name of the Joint Venture as Bidder

\*\* : Person signing the Bid shall have the power of attorney given by the Bidder to be attached with the Bid

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### Appendix to Bid Submission Form

#### Statement of Integrity, Eligibility and Environmental and Social Responsibility

Reference name of the Bid/Proposal/Contract signed<sup>7</sup> \_\_\_\_\_ (the “Contract”)

To: \_\_\_\_\_ (the “Contracting Authority”)

1. We recognise and accept that *Agence Française de Développement* ("AFD") only finances projects of the Contracting Authority subject to its own conditions which are set out in the Financing Agreement which benefits directly or indirectly to the Contracting Authority. As a matter of consequence, no legal relationship exists between AFD and our company, our joint venture or our suppliers, contractors, subcontractors, consultants or subconsultants. The Contracting Authority retains exclusive responsibility for the preparation and implementation of the procurement process and performance of the contract. The Contracting Authority means the Purchaser, the Employer, the Client, as the case may be, for the procurement of goods, works, plants, consulting services or non-consulting services.
2. We hereby certify that neither we nor any other member of our joint venture or any of our suppliers, contractors, subcontractors, consultants or subconsultants are in any of the following situations:
  - 2.1) Being bankrupt, wound up or ceasing our activities, having our activities administered by the courts, having entered into receivership, reorganisation or being in any analogous situation arising from any similar procedure;
  - 2.2) Having been:
    - a. convicted, within the past five years by a court decision, which has the force of *res judicata* in the country where the Contract is implemented, of fraud, corruption or of any other offense committed during a procurement process or performance of a contract (in the event of such conviction, you may attach to this Statement of Integrity supporting information showing that this conviction is not relevant in the context of this Contract);
    - b. subject to an administrative sanction within the past five years by the European Union or by the competent authorities of the country where we are constituted, for fraud, corruption or for any other offense committed during a procurement process or performance of a contract (in the event of such sanction, you may attach to this Statement of Integrity supporting information showing that this sanction is not relevant in the context of this Contract);
    - c. convicted, within the past five years by a court decision, which has the force of *res judicata*, of fraud, corruption or of any other offense committed during the procurement process or performance of an AFD-financed contract;

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<sup>7</sup> In the case of a Contract already signed to be refinanced.



- 2.3) Being listed for financial sanctions by the United Nations, the European Union and/or France for the purposes of fight-against-terrorist financing or threat to international peace and security;
  - 2.4) Having been subject within the past five years to a contract termination fully settled against us for significant or persistent failure to comply with our contractual obligations during contract performance, unless this termination was challenged and dispute resolution is still pending or has not confirmed a full settlement against us;
  - 2.5) Not having fulfilled our fiscal obligations regarding payments of taxes in accordance with the legal provisions of either the country where we are constituted or the Contracting Authority's country;
  - 2.6) Being subject to an exclusion decision of the World Bank and being listed on the website <http://www.worldbank.org/debarr> (in the event of such exclusion, you may attach to this Statement of Integrity supporting information showing that this exclusion is not relevant in the context of this Contract);
  - 2.7) Having created false documents or committed misrepresentation in documentation requested by the Contracting Authority as part of the procurement process of this Contract.
3. We hereby certify that neither we, nor any of the members of our joint venture or any of our suppliers, contractors, subcontractors, consultants or subconsultants are in any of the following situations of conflict of interest:
- 3.1) Being an affiliate controlled by the Contracting Authority or a shareholder controlling the Contracting Authority, unless the stemming conflict of interest has been brought to the attention of AFD and resolved to its satisfaction;
  - 3.2) Having a business or family relationship with a Contracting Authority's staff involved in the procurement process or the supervision of the resulting Contract, unless the stemming conflict of interest has been brought to the attention of AFD and resolved to its satisfaction;
  - 3.3) Being controlled by or controlling another bidder or consultant, or being under common control with another bidder or consultant, or receiving from or granting subsidies directly or indirectly to another bidder or consultant, having the same legal representative as another bidder or consultant, maintaining direct or indirect contacts with another bidder or consultant which allows us to have or give access to information contained in the respective applications, bids or proposals, influencing them or influencing decisions of the Contracting Authority;
  - 3.4) Being engaged in a consulting services activity, which, by its nature, may be in conflict with the assignments that we would carry out for the Contracting Authority;
  - 3.5) In the case of procurement of goods, works or plants:
    - i. Having prepared or having been associated with a consultant who prepared specifications, drawings, calculations and other documentation to be used in the procurement process of this Contract;
-

- ii. Having been recruited (or being proposed to be recruited) ourselves or any of our affiliates, to carry out works supervision or inspection for this Contract;
  - 4. If we are a state-owned entity, and to compete in a procurement process, we certify that we have legal and financial autonomy and that we operate under commercial laws and regulations.
  - 5. We undertake to bring to the attention of the Contracting Authority, which will inform AFD, any change in situation with regard to points 2 to 4 here above.
  - 6. In the context of the procurement process and performance of the corresponding contract:
    - 6.1) We have not and we will not engage in any dishonest conduct (act or omission) deliberately intended to deceive others, to intentionally conceal items, to violate or vitiate someone's consent, to make them circumvent legal or regulatory requirements and/or to violate their internal rules in order to obtain illegitimate profit;
    - 6.2) We have not and we will not engage in any dishonest conduct (act or omission) contrary to our legal or regulatory obligations or our internal rules in order to obtain illegitimate profit;
    - 6.3) We have not promised, offered or given and we will not promise, offer or give, directly or indirectly to (i) any Person who holds a legislative, executive, administrative or judicial mandate within the State of the Contracting Authority regardless of whether that Person was nominated or elected, regardless of the permanent or temporary, paid or unpaid nature of the position and regardless of the hierarchical level the Person occupies, (ii) any other Person who performs a public function, including for a State institution or a State-owned company, or who provides a public service, or (iii) any other person defined as a Public Officer by the national laws of the Contracting Authority's country, an undue advantage of any kind, for himself or for another Person or entity, for such Public Officer to act or refrain from acting in his official capacity;
    - 6.4) We have not promised, offered or given and we will not promise, offer or give, directly or indirectly to any Person who occupies an executive position in a private sector entity or works for such an entity, regardless of the nature of his/her capacity, any undue advantage of any kind, for himself or another Person or entity for such Person to perform or refrain from performing any act in breach of its legal, contractual or professional obligations;
    - 6.5) We have not and we will not engage in any practice likely to influence the contract award process to the detriment of the Contracting Authority and, in particular, in any anti-competitive practice having for object or for effect to prevent, restrict or distort competition, namely by limiting access to the market or the free exercise of competition by other undertakings;
    - 6.6) Neither we nor any of the members of our joint venture or any of our suppliers, contractors, subcontractors, consultants or subconsultants shall acquire or supply any equipment nor operate in any sectors under an embargo of the United Nations, the European Union or France;
    - 6.7) We commit ourselves to comply with and ensure that all of our suppliers, contractors, subcontractors, consultants or subconsultants comply with international environmental
-

and labour standards, consistent with laws and regulations applicable in the country of implementation of the Contract, including the fundamental conventions of the International Labour Organisation (ILO) and international environmental treaties. Moreover, we shall implement environmental and social risks mitigation measures when specified in the environmental and social commitment plan (ESCP) provided by the Contracting Authority.

7. We, as well as members of our joint venture and our suppliers, contractors, subcontractors, consultants or subconsultants authorise AFD to inspect accounts, records and other documents relating to the procurement process and performance of the contract and to have them audited by auditors appointed by AFD.

Name: \_\_\_\_\_ In the capacity of: \_\_\_\_\_

Duly empowered to sign in the name and on behalf of<sup>8</sup>: \_\_\_\_\_

Signature: \_\_\_\_\_ Dated: \_\_\_\_\_

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<sup>8</sup> In case of joint venture, insert the name of the joint venture. The person who will sign the application, bid or proposal on behalf of the applicant, bidder or consultant shall attach a power of attorney from the applicant, bidder or consultant.

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**Form ELI-1.1:  
Bidder Information Form**

Date: \_\_\_\_\_  
 IPC \_\_\_\_\_ No. \_\_\_\_\_ and \_\_\_\_\_ title: \_\_\_\_\_  
 Page \_\_\_\_\_ of \_\_\_\_\_ pages

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Bidder's name                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| In case of Joint Venture (JV), name of each member:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| Bidder's actual or intended country of constitution:<br><i>[indicate country of Constitution]</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| Bidder's actual or intended year of constitution:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| Bidder's legal address [in country of constitution]:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| Bidder's authorized representative information<br>Name: _____<br>Address: _____<br>Telephone/Fax numbers: _____<br>E-mail address: _____                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| 1. Attached are copies of original documents of<br><input type="checkbox"/> Articles of Constitution (or equivalent documents of association) of the legal entity named above;<br><input type="checkbox"/> In case of JV, letter of intent to form JV or JV agreement, in accordance with ITB 4.1;<br><input type="checkbox"/> In case of state-owned enterprise or institution, in accordance with ITB 4.3 documents establishing: <ul style="list-style-type: none"> <li>a) Legal and financial autonomy;</li> <li>b) Operation under commercial law;</li> <li>c) Establishing that the Bidder is not dependent agency of the Purchaser.</li> </ul> |
| 2. Included are the organizational chart, a list of Board of Directors, and the beneficial ownership.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |

**Form ELI-1.2:**  
**Bidder's JV Information Form**

*(to be completed for each member of Bidder's JV)*

Date: \_\_\_\_\_

IPC No. and title: \_\_\_\_\_

Page \_\_\_\_\_ of \_\_\_\_\_ pages

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Bidder's JV name:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| JV member's name:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| JV member's country of constitution:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| JV member's year of constitution:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| JV member's legal address in country of constitution:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| <div>JV member's authorized representative information</div> <div>Name: _____</div> <div>Address: _____</div> <div>Telephone/Fax numbers: _____</div> <div>E-mail address: _____</div>                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| <div>1. Attached are copies of original documents of</div> <div><input type="checkbox"/> Articles of Constitution (or equivalent documents of association) of the legal entity named above;</div> <div><input type="checkbox"/> In case of a state-owned enterprise or institution, documents establishing:</div> <div style="margin-left: 40px;"><div>a) Legal and financial autonomy;</div><div>b) Operation in accordance with commercial law; and</div><div>c) Absence of dependent status, in accordance with ITB 4.3.</div></div> <div>2. Included are the organizational chart, a list of Board of Directors, and the beneficial ownership.</div> |

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**Form CON-2:**  
**Historical Contract Non-Performance, Pending Litigation and Litigation History**

*(to be completed by the Bidder and by each member of the Bidder's JV)*

Bidder's Name: \_\_\_\_\_

Date: \_\_\_\_\_

JV Member's Name \_\_\_\_\_

IPC No. and title: \_\_\_\_\_

Page \_\_\_\_\_ of \_\_\_\_\_ pages

| Non-Performed Contracts in accordance with Section III, Evaluation and Qualification Criteria                                                                                                                |                                       |                                                                                                                                                                                                                                                                                                     |                                                                                    |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------|
| <input type="checkbox"/> Contract non-performance did not occur since 1st January <i>[insert current year number less 5]</i> specified in Section III, Evaluation and Qualification Criteria, subclause 2.1. |                                       |                                                                                                                                                                                                                                                                                                     |                                                                                    |
| <input type="checkbox"/> Contract(s) not performed since 1st January <i>[insert current year number less 5]</i> specified in Section III, Evaluation and Qualification Criteria, subclause 2.1               |                                       |                                                                                                                                                                                                                                                                                                     |                                                                                    |
| Year                                                                                                                                                                                                         | Non- performed portion of contract    | Contract Identification                                                                                                                                                                                                                                                                             | Total Contract Amount (current value, currency, exchange rate and US\$ equivalent) |
| <i>[insert year]</i>                                                                                                                                                                                         | <i>[insert amount and percentage]</i> | Contract Identification: <i>[indicate complete contract name/ number, and any other identification]</i><br><br>Name of Purchaser: <i>[insert full name]</i><br><br>Address of Purchaser: <i>[insert street/city/country]</i><br><br>Reason(s) for non-performance: <i>[indicate main reason(s)]</i> | <i>[insert amount]</i>                                                             |

| Pending Litigation, in accordance with Section III, Qualification Criteria and Requirements                                                          |                              |                                                                                                                                                                                             |                                                                   |
|------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------|
| <input type="checkbox"/> No pending litigation in accordance with Section III, Qualification Criteria and Requirements, subclause 2.3.               |                              |                                                                                                                                                                                             |                                                                   |
| <input type="checkbox"/> Pending litigation in accordance with Section III, Evaluation and Qualification Criteria, subclause 2.3 as indicated below. |                              |                                                                                                                                                                                             |                                                                   |
| Year of dispute                                                                                                                                      | Amount in dispute (currency) | Contract Identification                                                                                                                                                                     | Total Contract Amount (currency), US\$ Equivalent (exchange rate) |
|                                                                                                                                                      |                              | Contract Identification: _____<br>Name of Purchaser: _____<br>Address of Purchaser: _____<br>Matter in dispute: _____<br>Party who initiated the dispute: _____<br>Status of dispute: _____ |                                                                   |
|                                                                                                                                                      |                              |                                                                                                                                                                                             |                                                                   |

**Form FIN-3.1:**  
**Financial Situation and Performance**

Bidder's Name: \_\_\_\_\_

Date: \_\_\_\_\_

JV Member's Name \_\_\_\_\_

IPC No. and title: \_\_\_\_\_

Page \_\_\_\_\_ of \_\_\_\_\_ pages

**1. Financial data**

| Type of Financial information in (currency)                             | Historic information for previous _____ years,<br>_____<br>(amount in currency, currency, exchange rate*, US\$ equivalent) |        |        |       |        |
|-------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------|--------|--------|-------|--------|
|                                                                         | Year 1                                                                                                                     | Year 2 | Year 3 | Year4 | Year 5 |
| <b>Statement of Financial Position (Information from Balance Sheet)</b> |                                                                                                                            |        |        |       |        |
| Total Assets (TA)                                                       |                                                                                                                            |        |        |       |        |
| Total Liabilities (TL)                                                  |                                                                                                                            |        |        |       |        |
| Total Equity/Net Worth (NW)                                             |                                                                                                                            |        |        |       |        |
| Current Assets (CA)                                                     |                                                                                                                            |        |        |       |        |
| Current Liabilities (CL)                                                |                                                                                                                            |        |        |       |        |
| Working Capital (WC)                                                    |                                                                                                                            |        |        |       |        |
| <b>Information from Income Statement</b>                                |                                                                                                                            |        |        |       |        |
| Total Revenue (TR)                                                      |                                                                                                                            |        |        |       |        |
| Profits Before Taxes (PBT)                                              |                                                                                                                            |        |        |       |        |
| <b>Cash Flow Information</b>                                            |                                                                                                                            |        |        |       |        |
| Cash Flow from Operating Activities                                     |                                                                                                                            |        |        |       |        |

\*Refer to ITB 15 for the exchange rate

**2. Financial documents**



The Bidder and its parties shall provide copies of financial statements for \_\_\_\_\_ years pursuant Section III, Evaluation and Qualifications Criteria, Sub-factor 3.1. The financial statements shall:

- (a) Reflect the financial situation of the Bidder or in case of JV member, and not an affiliated entity (such as parent company or group member);
- (b) Be independently audited or certified in accordance with local legislation;
- (c) Be complete, including all notes to the financial statements;
- (d) Correspond to accounting periods already completed and audited.

☐ Attached are copies of financial statements<sup>9</sup> for the \_\_\_\_\_ years required above and complying with the requirements.

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<sup>9</sup> If the most recent set of financial statements is for a period earlier than 12 months from the date of bid, the reason for this should be justified.

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**Form FIN-3.2:  
Average Annual Turnover**

Bidder's Name: \_\_\_\_\_

Date: \_\_\_\_\_

JV Member's Name \_\_\_\_\_

IPC No. and title: \_\_\_\_\_

Page \_\_\_\_\_ of \_\_\_\_\_ pages

|                                 |                                              | Annual turnover data |                 |
|---------------------------------|----------------------------------------------|----------------------|-----------------|
| Year                            | Amount<br>Currency                           | Exchange rate        | US\$ equivalent |
| <i>[indicate year]</i>          | <i>[insert amount and indicate currency]</i> |                      |                 |
|                                 |                                              |                      |                 |
|                                 |                                              |                      |                 |
|                                 |                                              |                      |                 |
|                                 |                                              |                      |                 |
| Average<br>Annual<br>Turnover * |                                              |                      |                 |

\* See Section III, Evaluation and Qualification Criteria, Sub-Factor 3.2.

**Form EXP-4.1:  
Experience**

Bidder's Legal Name: \_\_\_\_\_

Date: \_\_\_\_\_

JV Member's Legal Name: \_\_\_\_\_

IPC No.: \_\_\_\_\_

Page \_\_\_\_\_ of \_\_\_\_\_ pages

|                                                                                                    |                    |                       |
|----------------------------------------------------------------------------------------------------|--------------------|-----------------------|
| <b>Similar Contract No. __ [insert specific number] of [total number of contracts] __ required</b> | <b>Information</b> |                       |
| Contract Identification                                                                            | _____              |                       |
| Award date                                                                                         | _____              |                       |
| Completion date                                                                                    | _____              |                       |
| Role in Contract                                                                                   | _____              |                       |
| Total contract amount                                                                              | _____              | US\$ equivalent _____ |
| If member in a JV, specify participation in total contract amount                                  | _____ %            | US\$ equivalent _____ |
| Purchaser's Name:                                                                                  | _____              |                       |
| Address:                                                                                           | _____              |                       |
| Telephone/fax number:                                                                              | _____              |                       |
| E-mail:                                                                                            | _____              |                       |

**Form EXP – 4.1 (cont.)**  
**Experience (cont.)**

Bidder's Legal Name: \_\_\_\_\_

Page \_\_\_\_\_ of \_\_\_\_\_ pages

JV Member's Legal Name: \_\_\_\_\_

|                                                                                                    |                    |
|----------------------------------------------------------------------------------------------------|--------------------|
| <b>Similar Contract No. __ [insert specific number] of [total number of contracts] __ required</b> | <b>Information</b> |
| Description of the similarity in accordance with Sub-Factor 4.1 or 4.2 of Section III:             |                    |
| Amount                                                                                             | _____              |
| Physical size                                                                                      | _____              |
| Complexity                                                                                         | _____              |
| Methods/Technology                                                                                 | _____              |
| Other Characteristics                                                                              | _____              |

**Price Schedule Forms**

*[The Bidder shall fill in these Price Schedule Forms in accordance with the instructions indicated. The list of line items in column 1 of the **Price Schedules** shall coincide with the List of Goods and Related Services specified by the Purchaser in the Schedule of Requirements.]*

**Price Schedule: Goods Manufactured Outside the Purchaser's Country, to be Imported**

|                                                 |  |  |  |  |  |  |                                                                              |
|-------------------------------------------------|--|--|--|--|--|--|------------------------------------------------------------------------------|
| (Group C bids, goods to be imported)            |  |  |  |  |  |  | Date: _____<br>_____                                                         |
| Currencies in accordance with ITB Sub-Clause 15 |  |  |  |  |  |  | IPC _____ No: _____<br>Alternative _____ No: _____<br>Page N° _____ of _____ |

| 1                                  | 2                            | 3                                             | 4                                           | 5                                                                            | 6                                                                                       | 7                                                                                                         | 8                                            |
|------------------------------------|------------------------------|-----------------------------------------------|---------------------------------------------|------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------|----------------------------------------------|
| Line Item N°                       | Description of Goods         | Country of Origin                             | Delivery Date at named place of destination | Quantity and physical unit                                                   | Unit price CIP Addis Ababa, Ethiopia, Kaliti Dry Port in accordance with ITB 14.8(b)(i) | Sales and other taxes paid or payable per item if Contract is awarded, in accordance with ITB 14.8(b)(ii) | Total Price per Line item (Col. 5x6)         |
| <i>[insert number of the item]</i> | <i>[insert name of good]</i> | <i>[insert country of origin of the Good]</i> | <i>[insert quoted Delivery Date]</i>        | <i>[insert number of units to be supplied and name of the physical unit]</i> | <i>[insert unit price CIP per unit]</i>                                                 | <i>[insert sales and other taxes paid or payable per item if Contract is awarded]</i>                     | <i>[insert total price of the line item]</i> |
|                                    |                              |                                               |                                             |                                                                              |                                                                                         |                                                                                                           |                                              |
|                                    |                              |                                               |                                             |                                                                              |                                                                                         | Total Price                                                                                               |                                              |

Name of Bidder *[insert complete name of Bidder]* Signature of Bidder *[signature of person signing the Bid]* Date *[Insert Date]*

**Price Schedule: Goods Manufactured Outside the Purchaser's Country, Already Imported**

| (Group C bids, Goods already imported)<br><br>Currencies in accordance with ITB Sub-Clause 15 |                               |                                               |                                             |                                                                              |                                                                                                 |                                                                                                                 |                                                                                                            | Date: _____<br>–<br>IPC No: _____<br>Alternative No: _____<br>Page N° _____ of _____ |
|-----------------------------------------------------------------------------------------------|-------------------------------|-----------------------------------------------|---------------------------------------------|------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------|
| 1                                                                                             | 2                             | 3                                             | 4                                           | 5                                                                            | 6                                                                                               | 7                                                                                                               | 8                                                                                                          | 9                                                                                    |
| Line Item N°                                                                                  | Description of Goods          | Country of Origin                             | Delivery Date at named place of destination | Quantity and physical unit                                                   | CIP Unit price excluding Custom Duties and Import Taxes paid, in accordance with ITB 14.8(c)(i) | Custom Duties and Import Taxes paid per unit in accordance with ITB 14.8(c)(ii), [to be supported by documents] | Sales and other taxes paid or payable per item if Contract is awarded, in accordance with ITB 14.8(c)(iii) | Total Price per line item (Col. 5x6)                                                 |
| <i>[insert number of the item]</i>                                                            | <i>[insert name of Goods]</i> | <i>[insert country of origin of the Good]</i> | <i>[insert quoted Delivery Date]</i>        | <i>[insert number of units to be supplied and name of the physical unit]</i> | <i>[insert unit price per unit]</i>                                                             | <i>[insert custom duties and taxes paid per unit]</i>                                                           | <i>[insert sales and other taxes payable per item if Contract is awarded]</i>                              | <i>[insert total price per line item]</i>                                            |
|                                                                                               |                               |                                               |                                             |                                                                              |                                                                                                 |                                                                                                                 |                                                                                                            |                                                                                      |
|                                                                                               |                               |                                               |                                             |                                                                              |                                                                                                 |                                                                                                                 |                                                                                                            | Total Bid Price                                                                      |

Name of Bidder *[insert complete name of Bidder]* Signature of Bidder *[signature of person signing the Bid]* Date *[insert date]*

**Price Schedule: Goods Manufactured in the Purchaser's Country**

|                                   |                          |                                                         |                                                                                         |                                                                                                  |                                                                                                                                                                                          |                                                                                                                    |                                           |
|-----------------------------------|--------------------------|---------------------------------------------------------|-----------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------|-------------------------------------------|
| Purchaser's Country<br>_____      |                          |                                                         |                                                                                         | (Group A and B bids)<br><br>Currencies in accordance with ITB Sub-Clause 15                      |                                                                                                                                                                                          | Date: _____<br>_____<br>IPC No: _____<br>Alternative No: _____<br>Page N° _____ of _____                           |                                           |
| 1                                 | 2                        | 3                                                       | 4                                                                                       | 5                                                                                                | 6*                                                                                                                                                                                       | 7                                                                                                                  | 8                                         |
| Line Item<br>N°                   | Description of<br>Goods  | Delivery<br>Date at<br>named<br>place of<br>destination | Quantity<br>and<br>physical<br>unit                                                     | Unit price CIP<br>– (Place of<br>destination<br>Addis Ababa,<br>Ethiopia,<br>Kality Dry<br>Port) | Cost of local labor,<br>raw materials,<br>transportation,<br>insurance and<br>components with<br>origin in the<br>Purchaser's<br>Country<br>% of Col. 5                                  | Sales and other taxes<br>payable per line item<br>if Contract is awarded,<br>in accordance with ITB<br>14.8(a)(ii) | Total Price per line item<br>(Col. 4 x 5) |
| [insert<br>number of<br>the item] | [insert name of<br>Good] | [insert quoted<br>Delivery<br>Date]                     | [insert number of<br>units to be<br>supplied<br>and name<br>of the<br>physical<br>unit] | [insert CIP<br>unit price]                                                                       | [Insert cost of local<br>labor, raw<br>material,<br>transportation,<br>insurance and<br>components from<br>within the<br>Purchase's country<br>as a % of the CIP<br>price per line item] | [insert sales and other<br>taxes payable per line<br>item if Contract is<br>awarded]                               | [insert total price per item]             |



|  |  |  |  |  |  |             |  |
|--|--|--|--|--|--|-------------|--|
|  |  |  |  |  |  |             |  |
|  |  |  |  |  |  |             |  |
|  |  |  |  |  |  | Total Price |  |

\*: Only in case of Domestic Preference applies

Name of Bidder *[insert complete name of Bidder]* Signature of Bidder *[signature of person signing the Bid]* Date *[insert date]*

### Price and Completion Schedule - Related Services

| Currencies in accordance with ITB Clause 15 |                                  |                                                   |                                                             |                                                                              |                                                                                                   |                                                                                                                                 | Date: _____<br>_____<br>IPC No: _____<br>Alternative No: _____<br>Page N° _____ of _____ |
|---------------------------------------------|----------------------------------|---------------------------------------------------|-------------------------------------------------------------|------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------|
| 1                                           | 2                                | 3                                                 | 4                                                           | 5                                                                            | 6                                                                                                 | 7                                                                                                                               | 8                                                                                        |
| Service<br>N°                               | Description of<br>Services       | Country of<br>Origin                              | Delivery Date at<br>named place<br>of<br>destination        | Quantity and<br>physical unit                                                | Unit Price net of<br>duties and<br>applicable taxes,<br>in accordance<br>with<br>ITB 14.8 (d) (i) | Duties and<br>other taxes<br>payable per<br>line item if<br>Contract is<br>awarded, in<br>accordance<br>with ITB<br>14.8(d)(ii) | Total Price per Service net of<br>duties and taxes<br>(Col.5 x 6)                        |
| <i>[insert number of the Service]</i>       | <i>[insert name of Services]</i> | <i>[insert country of origin of the Services]</i> | <i>[insert delivery date at named place of destination]</i> | <i>[insert number of units to be supplied and name of the physical unit]</i> | <i>[insert unit price per item]</i>                                                               | <i>[insert duties and other taxes payable per line item if Contract is awarded]</i>                                             | <i>[insert total price per item]</i>                                                     |
|                                             |                                  |                                                   |                                                             |                                                                              |                                                                                                   |                                                                                                                                 |                                                                                          |
|                                             |                                  |                                                   |                                                             |                                                                              |                                                                                                   |                                                                                                                                 |                                                                                          |
|                                             |                                  |                                                   |                                                             |                                                                              |                                                                                                   |                                                                                                                                 |                                                                                          |

|                 |  |  |  |  |  |  |  |
|-----------------|--|--|--|--|--|--|--|
|                 |  |  |  |  |  |  |  |
|                 |  |  |  |  |  |  |  |
|                 |  |  |  |  |  |  |  |
| Total Bid Price |  |  |  |  |  |  |  |

Name of Bidder *[insert complete name of Bidder]* Signature of Bidder *[signature of person signing the Bid]* Date *[insert date]*

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**Form of Bid Security (Bank Guarantee)-Not Applicable**

*[The bank shall fill in this Bank Guarantee Form in accordance with the instructions indicated.]*

**Beneficiary:** \_\_\_\_\_

**Invitation for Bids No:** \_\_\_\_\_

**Date:** \_\_\_\_\_

**BID GUARANTEE No.:** \_\_\_\_\_

**Guarantor:** \_\_\_\_\_

We have been informed that \_\_\_\_\_ (hereinafter called "the Applicant") has submitted or will submit to the Beneficiary its bid (hereinafter called "the Bid") for the execution of \_\_\_\_\_ under Invitation for Bids No. \_\_\_\_\_ ("the IFB").

Furthermore, we understand that, according to the Beneficiary's conditions, bids must be supported by a bid guarantee.

At the request of the Applicant, we, as Guarantor, hereby irrevocably undertake to pay the Beneficiary any sum or sums not exceeding in total an amount of \_\_\_\_\_ (\_\_\_\_\_) upon receipt by us of the Beneficiary's first demand, supported by the Beneficiary's statement, whether in the demand itself or a separate signed document accompanying or identifying the demand, stating that either the Applicant:

- (a) Has withdrawn its Bid during the period of bid validity set forth in the Applicant's Bid Submission Form ("the Bid Validity Period"), or any extension thereto provided by the Applicant; or
- (b) Having been notified of the acceptance of its Bid by the Beneficiary during the Bid Validity Period or any extension thereto provided by the Applicant, (i) has failed to execute the contract agreement, or (ii) has failed to furnish the performance security, in accordance with the Instructions to Bidders ("ITB") of the Beneficiary's bidding document.

This guarantee will expire: (a) if the Applicant is the successful bidder, upon our receipt of copies of the contract agreement signed by the Applicant and the performance security issued to the Beneficiary in relation to such contract agreement; or (b) if the Applicant is not the successful bidder, upon the earlier of (i) our receipt of a copy of the Beneficiary's notification to the Applicant of the results of the bidding process; or (ii) twenty-eight days after the end of the Bid Validity Period.

Consequently, any demand for payment under this guarantee must be received by us at the office indicated above on or before that date.

---

This guarantee is subject to the Uniform Rules for Demand Guarantees (URDG) 2010 Revision, ICC Publication No. 758. \_\_\_\_\_[signature(s)]

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### Form of Bid-Securing Declaration

*[The Bidder shall fill in this Form in accordance with the instructions indicated.]*

Date: *[date (as day, month and year)]*

Bid No.: *[number of bidding process]*

Alternative No.: *[identification No if this is a Bid for an alternative]*

To: *[TradeMark Africa]*

We, the undersigned, declare that:

We understand that, according to your conditions, bids must be supported by a Bid-Securing Declaration.

We accept that we will automatically be suspended from being eligible for bidding in any contract with the Purchaser for the period of time of *[number of months or years]* starting on *[date]*, if we are in breach of our obligation(s) under the bid conditions, because we:

- (a) Have withdrawn our Bid during the period of bid validity specified in the Form of Bid, or any extension thereto provided by us; or
- (b) Having been notified of the acceptance of our Bid by the Purchaser during the period of bid validity or any extension thereto accepted by us, (i) fail or refuse to execute the Contract; or (ii) fail or refuse to furnish the Performance Security, if required in accordance with the ITB.

We understand this Bid Securing Declaration shall expire if we are not the successful Bidder, upon the earlier of (i) our receipt of your notification to us of the name of the successful Bidder; or (ii) twenty-eight days after the expiration of our Bid.

Name of the Bidder\* \_\_\_\_\_

Name of the person duly authorized to sign the Bid on behalf of the Bidder\*\* \_\_\_\_\_

Title of the person signing the Bid \_\_\_\_\_

Signature of the person named above \_\_\_\_\_

Date signed \_\_\_\_\_ day of \_\_\_\_\_, \_\_\_\_\_

\*: In the case of the Bid submitted by joint venture specify the name of the Joint Venture as Bidder

\*\* : Person signing the Bid shall have the power of attorney given by the Bidder attached to the Bid

*[Note: In case of a Joint Venture, the Bid-Securing Declaration must be in the name of all members of the Joint Venture that submits the bid.]*

**Manufacturer's Authorization**

*[The Bidder shall require the Manufacturer to fill in this Form in accordance with the instructions indicated. This letter of authorization should be on the letterhead of the Manufacturer and should be signed by a person with the proper authority to sign documents that are binding on the Manufacturer. The Bidder shall include it in its bid, if so indicated in the **BDS**.]*

Date: *[insert date (as day, month and year) of Bid Submission]*

IPC No.: *[insert number of bidding process]*

Alternative No.: *[insert identification No if this is a Bid for an alternative]*

To: *[insert complete name of Purchaser]*

**WHEREAS**

We *[insert complete name of Manufacturer]*, who are official manufacturers of *[insert type of goods manufactured]*, having factories at *[insert full address of Manufacturer's factories]*, do hereby authorize *[insert complete name of Bidder]* to submit a bid the purpose of which is to provide the following Goods, manufactured by us:  
*[insert name and or brief description of the Goods]*,

and to subsequently negotiate and sign the Contract.

We hereby extend our full guarantee and warranty in accordance with Clause 28 of the General Conditions of Contract, with respect to the Goods offered by the above firm.

Signed: *[insert signature(s) of authorized representative(s) of the Manufacturer]*

Name: *[insert complete name(s) of authorized representative(s) of the Manufacturer]*

Title: *[insert title]*

Dated on \_\_\_\_\_ day of \_\_\_\_\_, \_\_\_\_\_ *[insert date of signing]*

XXXXXX

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## Section V. Eligibility Criteria

### Eligibility in AFD-Financed Procurement

1. Financing allocated by the AFD to a Contracting Authority has been entirely untied since 1<sup>st</sup> January 2002. To the exception of any equipment or any sector which is subject to an embargo by the United Nations, the European Union or France, all goods, works, plants, consulting services and non-consulting services are eligible for the AFD financing regardless of the country of origin of the supplier, contractor, subcontractor, consultant or subconsultant inputs or resources used in the implementation processes. The Contracting Authority means the Purchaser, the Employer, the Client, as the case may be, for the procurement of goods, works, plants, consulting services or non-consulting services.
  2. Natural or legal persons (including all members of a joint venture or any of their suppliers, contractors, subcontractors, consultants or subconsultants) shall not be awarded an AFD-financed contract if, on the date of submission of an application, a bid or a proposal, or on the date of award of a contract, they:
    - 2.1) Are bankrupt or being wound up or ceasing their activities, are having their activities administered by the courts, have entered into receivership, or are in any analogous situation arising from a similar procedure;
    - 2.2) Have been:
      - a. convicted, within the past five years by a court decision, which has the force of *res judicata* in the country where the contract is implemented, of fraud, corruption or of any other offense committed during a procurement process or performance of a contract, unless they provide supporting information together with their Statement of Integrity (Form available as Appendix to the Application, Bid or Proposal Submission Form) which shows that this conviction is not relevant in the context of this contract;
      - b. subject to an administrative sanction within the past five years by the European Union or by the competent authorities of the country where they are constituted, for fraud, corruption or for any other offense committed during a procurement process or performance of a contract, unless they provide supporting information together with their Statement of Integrity (Form available as Appendix to the Application, Bid or Proposal Submission Form) which shows that this sanction is not relevant in the context of this contract;
      - c. convicted, within the past five years by a court decision, which has the force of *res judicata*, of fraud, corruption or of any other offense committed during the procurement process or performance of an AFD-financed contract;
    - 2.3) Are listed for financial sanctions by the United Nations, the European Union and/or France for the purposes of fight-against-terrorist financing or threat to international peace and security;
-



- 2.4) Have been subject within the past five years to a contract termination fully settled against them for significant or persistent failure to comply with their contractual obligations during contract performance, unless this termination was challenged and dispute resolution is still pending or has not confirmed a full settlement against them;
  - 2.5) Have not fulfilled their fiscal obligations regarding payments of taxes in accordance with the legal provisions of either the country where they are constituted or the Contracting Authority's country;
  - 2.6) Are subject to an exclusion decision of the World Bank and are listed on the website <http://www.worldbank.org/debarr>, unless they provide supporting information together with their Statement of Integrity (Form available as Appendix to the Application, Bid or Proposal Submission Form) which shows that this exclusion is not relevant in the context of this contract;
  - 2.7) Have created false documents or committed misrepresentation in documentation requested by the Contracting Authority as part of the procurement process of this Contract.
3. State-owned entities may compete only if they can establish that they (i) are legally and financially autonomous, and (ii) operate under commercial law. To be eligible, a state-owned entity shall establish to the AFD's satisfaction, through all relevant documents, including its Charter and other information the AFD may request, that it: (i) is a legal entity separate from their state (ii) does not currently receive substantial subsidies or budget support; (iii) operates like any commercial enterprise, and, inter alia, is not obliged to pass on its surplus to their state, can acquire rights and liabilities, borrow funds and be liable for repayment of its debts, and can be declared bankrupt.
-

## **Section VI. AFD Policy - Prohibited Practices– environmental and social responsibility**

### **1. Corrupt and Fraudulent Practices**

The Contracting Authority and the suppliers, contractors, subcontractors, consultants or subconsultants must observe the highest standard of ethics during the procurement process and performance of the contract. The Contracting Authority means the Purchaser, the Employer, the Client, as the case may be, for the procurement of goods, works, plants, consulting services or non-consulting services.

By signing the Statement of Integrity the suppliers, contractors, subcontractors, consultants or subconsultants declare that (i) “it did not engage in any practice likely to influence the contract award process to the Contracting Authority’s detriment, and that it did not and will not get involved in any anti-competitive practice”, and that (ii) “the procurement process and the performance of the contract did not and shall not give rise to any act of corruption or fraud”.

Moreover, the AFD requires including in the Procurement Documents and AFD-financed contracts a provision requiring that suppliers, contractors, subcontractors, consultants or subconsultants will permit the AFD to inspect their accounts and records relating to the procurement process and performance of the AFD-financed contract, and to have them audited by auditors appointed by the AFD.

The AFD reserves the right to take any action it deems appropriate to check that these ethics rules are observed and reserves, in particular, the rights to:

- (a) Reject a proposal for a contract award if it is established that during the selection process the bidder or consultant that is recommended for the award has been convicted of corruption, directly or by means of an agent, or has engaged in fraud or anti-competitive practices in view of being awarded the Contract;
- (b) Declare mis procurement when it is established that, at any time, the Contracting Authority, the suppliers, contractors, subcontractors, consultants or subconsultants their representatives have engaged in acts of corruption, fraud or anti-competitive practices during the procurement process or performance of the contract without the Contracting Authority having taken appropriate action in due time satisfactory to the AFD to remedy the situation, including by failing to inform the AFD at the time they knew of such practices.

The AFD defines, for the purposes of this provision, the terms set forth below as follows:

- (a) Corruption of a Public Officer means:
    - (i) The act of promising, offering or giving to a Public Officer, directly or indirectly, an undue advantage of any kind for himself or for another person or entity, for such Public Officer to act or refrain from acting in his official capacity; or
    - (ii) The act by which a Public Officer solicits or accepts, directly or indirectly, an undue advantage of any kind for himself or for another person or entity, for such Public Officer to act or refrain from acting in his official capacity.
  - (b) A Public Officer shall be construed as meaning:
-

- (i) Any person who holds a legislative, executive, administrative or judicial mandate (within the country of the Contracting Authority) regardless of whether that person was nominated or elected, regardless of the permanent or temporary, paid or unpaid nature of the position and regardless of the hierarchical level the person occupies;
  - (ii) Any other person who performs a public function, including for a State institution or a State-owned company, or who provides a public service;
  - (iii) Any other person defined as a Public Officer by the national laws of the country of the Contracting Authority.
- (c) Corruption of a private person means:
- (i) The act of promising, offering or giving to any person other than a Public Officer, directly or indirectly, an undue advantage of any kind for himself or for another person or entity, for such person to perform or refrain from performing any act in breach of its legal, contractual or professional obligations; or
  - (ii) The act by which any person other than a Public Officer solicits or accepts, directly or indirectly, an undue advantage of any kind for himself or for another person or entity, for such person to perform or refrain from performing any act in breach of its legal, contractual or professional obligations;
- (d) Fraud means any dishonest conduct (act or omission), whether or not it constitutes a criminal offence, deliberately intended to deceive others, to intentionally conceal items, to violate or vitiate consent, to circumvent legal or regulatory requirements and/or to violate internal rules in order to obtain illegitimate profit.
- (e) Anti-competitive practices mean:
- (i) Any concerted or implied practices which have as their object or effect the prevention, restriction or distortion of competition within a marketplace, especially where they (i) limit access to the marketplace or free exercise of competition by other undertakings, (ii) prevent free, competition-driven price determination by artificially causing price increases or decreases, (iii) restrict or control production, markets, investments or technical progress; or (iv) divide up market shares or sources of supply;
  - (ii) Any abuse by one undertaking or a group of undertakings which hold a dominant position on an internal market or on a substantial part of it;
  - (iii) Any practice whereby prices are quoted or set unreasonably low, the object of which is to eliminate an undertaking or any of its products from a market or to prevent it from entering the market.

## **2. Environmental and social responsibility**

In order to promote sustainable development, the AFD seeks to ensure that internationally recognised environmental and social standards are complied with. Candidates for AFD-financed contracts shall consequently undertake in the Statement of Integrity to:

- (i) Comply with and ensure that all their subcontractors or subconsultants comply with international environmental and labour standards, consistent with applicable law and

regulations in the country of implementation of the contract, including the fundamental conventions of the International Labour Organisation (ILO) and international environmental treaties;

- (ii) Implement environmental and social risks mitigation measures when specified in the environmental and social management plan (ESMP) provided by the Contracting Authority.

## **PART 2 – Supply Requirements**

## Section VII. Schedule of Requirements

### Contents

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### 1. List of Goods and Delivery Schedule

*[The Purchaser shall fill in this table, with the exception of the column "Bidder's offered Delivery date" to be filled by the Bidder. The item list should be identical to the Price Schedule (Section IV)]*

| Line Item N° | Description of Goods | Quantity | Physical unit | Named place of Destination as specified in BDS | Delivery (as per Incoterms) Date                     |                                                    |                                                                                                    |
|--------------|----------------------|----------|---------------|------------------------------------------------|------------------------------------------------------|----------------------------------------------------|----------------------------------------------------------------------------------------------------|
|              |                      |          |               |                                                | Earliest Delivery Date at named place of destination | Latest Delivery Date at named place of destination | Bidder's offered Delivery date at named place of destination <i>[to be provided by the bidder]</i> |
| 1            | Reach stacker        | 4        | pcs           | Kality dry Port Warehouse                      | 120 calendar days                                    | 210 calendar days                                  | <i>[insert the number of days following the date of signature of the Contract]</i>                 |

## 2. List of Related Services and Completion Schedule

N.B. –Training on equipment supplied must be provided as specified in Technical specifications and compatibility table. The price of such training must be included in the prices for the equipment.

| Service         | Description of Service                                                                                                                                                                                                                               | Quantity <sup>1</sup>                         | Physical Unit | Place where Services shall be performed                        | Final Completion Date(s) of Services                                                                  |
|-----------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------|---------------|----------------------------------------------------------------|-------------------------------------------------------------------------------------------------------|
| [No]1<br><br>2. | Training at Manufacturer's site: External short training service for senior personnels' (Engineers and other experts)<br><br><i>Training at client site</i><br><br>Training services for operators, Repair and Maintenance Unit and Senior Personnel | 4 pax<br><br>10 (Operators 5 & Technicians 5) |               | At Manufacturer's site<br><br>At Client site (Kality Dry port) | Five working days<br><br>ten working days for operators and ten days for Repair and Maintenance Unit, |
|                 | <b>[Servicing and maintenance]</b>                                                                                                                                                                                                                   |                                               |               |                                                                |                                                                                                       |
|                 | <i>Field kit of spare parts</i><br><i>Recommended spare parts</i>                                                                                                                                                                                    | As per stated in the requirements             |               | At client site                                                 |                                                                                                       |
|                 | <b>[List of consumables]</b>                                                                                                                                                                                                                         |                                               |               |                                                                |                                                                                                       |



|  |                                                |                                      |  |                |  |
|--|------------------------------------------------|--------------------------------------|--|----------------|--|
|  | List of Tools<br>List of drawings and diagrams | As per stated in<br>the requirements |  | At client site |  |
|--|------------------------------------------------|--------------------------------------|--|----------------|--|

## TERMS OF REFERENCE

### SUPPLY OF REACHSTAKER CONTAINER HANDLING MACHINERIES FOR THE ETHIOPIAN SHIPPING AND LOGISTICS (ESL)

#### 1. Background

##### **Ethiopian Shipping and Logistics (ESL)**

Ethiopia, the second most populous and landlocked nation in East Africa, relies heavily on efficient logistics to fuel its economic growth and development. To this end, the government has undertaken a multitude of initiatives to expand and modernize its transport infrastructure, enhance management practices, and improve the effectiveness of integrated transport and logistics services.

Given its strategic location, Ethiopia leverages the Djibouti seaport to access global trade markets. In an effort to streamline domestic cargo distribution, reduce logistics costs, and improve efficiency, the government has constructed several inland ports. Among these, the Kality Inland Port, located in Addis Ababa, is the country's second-largest port in terms of cargo operations, next to Modjo Logistic Hub Port.

The Kality Inland Port provides a range of services, including container handling, general cargo operations, and warehousing. The facility also facilitates customs clearance, offering stuffed and unstuffed services, as well as preparing cargoes for onward and outward transportation and distribution to their respective destinations.

Notably, despite being situated in the country's capital, a significant proportion of cargo destined for other regions in Ethiopia passes through Kality dry port. As one of the busiest inland ports, the Kality Inland Port faces challenges arising from its limited resources, including a shortage of port machinery.

The Kality Inland Port, a strategically vital cargo handling facility located in Addis Ababa, serves as a key trade corridor. It ranks as the country's second-largest port, following the Modjo Logistics Hub, which handles an average annual container throughput of 352,918 TEU. With its average annual container throughput of 52,220 TEU, the Kality port plays a crucial role in facilitating regional trade.

However, the existing equipment at Kality Inland Port is inadequate to manage the growing volume of containers, resulting in frequent machinery breakdowns and maintenance challenges. This project aims to address these issues, enhancing container handling productivity and reducing both container and truck dwell times.

##### **TradeMark Africa (TMA)**

TradeMark Africa (TMA) is an aid-for-trade organisation that was established with the aim of growing prosperity in Africa through increased trade. TMA operates on a not-for-profit basis and works closely with regional institutions, national governments, national government institutions and bodies, the

private sector and civil society organisations to achieve its core objective of developing a sustainable and inclusive trade environment to improve total welfare of communities and households in Africa.

## **2. Objectives**

The primary objective of this project is to enhance the container handling productivity of the Kality Inland Port, reduce container and truck dwell time, thereby facilitating trade corridor performance.

## **3. Scope of Work**

The successful bidder shall be responsible for providing four (4) Reach Stackers Port Container Handling Machinery, complete with all necessary accessories, to the Kality Inland Port. The scope of work includes:

### **Scope I: Supply Reach stacker Port Machineries supply, and training operators**

- a) Provision of Reach Stacker Port Container Handling Machinery, complete with all necessary manuals and documentation, in compliance with the technical specifications of Ethiopian Shipping and Logistics (ESL) outlined in the annex, as well as relevant international and local regulations.
- b) The supplier shall warrant in writing its capability for providing spare parts, spare components, and repair and/or replacement services for a period of 10 years after final acceptance of the delivery
- c) Provision of training for the port's machinery operators and maintenance crew on the operation and upkeep of the Reach Stacker Port Container Handling Machinery.
- d) Maintenance and repair of the Reach Stacker Port Container Handling Machinery as per the warranty.
- e) Compliance with all applicable environmental and safety regulations.

### **Scope II: Handover**

Conduct a handover procedure for the Kality Inland Port (Addis Ababa) technical team. This procedure will include the following:

- Provide comprehensive and detailed technical documentation for the machinery.
- Deliver training sessions to facilitate knowledge transfer for the engineer/technical teams.

### **Scope III: Warranty and Maintenance**

- Provide manufacturer's warranty for a period of 1 years along with repair and maintenance services for the machinery.

## **4. Recipient**

The direct recipients of this service will be **Ethiopian Shipping and Logistics (ESL)**.

## **5. Deliverables**

The contracted firm will be expected to deliver:

1. Supply of all the machinery as per the technical specifications.
  2. Professional setup and installation of the machinery as per international practice and standards.
  3. Provide users with training on installation
-

**6. Timeframe**

The assignment will take a maximum of 210 calendar days from the date of signing the contract.

**7. Considerations**

1. The deliverables listed in this assignment shall be domiciled at Kality Dry Port in Addis Ababa.
2. The hardware and software supplied shall be subject to confirmation on delivery at ESL offices. Any costs incurred in failing to supply or meet the expected items and specifications shall be that of the contracted firm.
3. The deliverables listed in the assignment shall be subjected to sign-off by the lead person/technical team in ESL.
8. **Reporting & Coordination:** for co-ordination, the following will apply:
  1. ESL – CEO and technical lead.
  2. TMA – designated Leads in the TMA Ethiopia office and the Technical Lead Programme
  3. The Contractor – designated Team Leader.

**9. Technical Specifications**

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### **3. Technical Specifications**

| Requested Specification                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Bidder's Offer |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|
| <p><b>1. General</b></p> <p>Intent of the specifications attached herewith is to provide a general description of the equipment to be purchased. The equipment bid upon shall be new, unused, current model Year of 2024 &amp; above production, which is substantially the same as the model in successful use for not less than one year or 2500 hours. <b>And bidder's need to provide confirmation on the description mention by any means method.</b></p> <p><b>2. Manufacturing Requirements</b></p> <p><b>2.1 Material</b></p> <p>Material used shall be free from defects, which would adversely affect the performance and maintainability of individual components or of the overall assembly.</p> <p><b>2.2 Construction</b></p> <p>The unit and its components &amp; accessories shall be designed and constructed to facilitate field maintenance. All adjustments &amp; replaceable accessories shall be readily accessible.</p> <p>Additional or better features which are not specifically mentioned in this specification, but which are a part of the manufacturer's standard and/or optional commercial product shall be included in the unit being furnished.</p> <p><b>3. Service Requirements (Mandatory)</b></p> <p>The Equipment to be supplied will be used on Port services &amp; container terminal in Ethiopia where: -</p> <ul style="list-style-type: none"> <li>• Climate varies from humid tropics to arid desert,</li> <li>• Temperatures vary from 0° C to 55°C</li> <li>• Altitudes vary from sea level to 2500 meters above sea level.</li> <li>• The ground condition at the terminal is heavy duty Rigid Pavement C-40.</li> </ul> <p>Equipment shall be of extra heavy duty and tropical type capable enough to render trouble free service under extremely severe operation condition where low grade of fuel is generally used, sand/ dust will be thickly blown- up, and uneven, bumpy and loose, gravel road surfaces are predominant.</p> <p><b>4. Proven Performance.</b></p> <ul style="list-style-type: none"> <li>➤ The equipment shall be undergone extensive field – testing to fully ensure its dynamic strength.</li> <li>➤ Extensive field testing shall be carried out to ensure functional &amp; operational reliability.</li> </ul> |                |

| Requested Specification                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Bidder's Offer |
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| <ul style="list-style-type: none"> <li>➤ Excellent proven performance and productivity in a very repetitive loading and unloading task for continuous operation daily and excellent proven efficiency and durability with minimum downtime for long years in a fast-growing port business.</li> <li>➤ <b>Excellent proven performance of the major systems: power train, hydraulic system, steering system, braking system and cooling system.</b></li> <li>➤ ESL should consider the previous performance of the offered make / model of port Equipment with in the world and In Ethiopia.</li> </ul> <p><b>5. Acceptance Test (Mandatory)</b></p> <p><b>5.1 Factory Test</b></p> <p>TO be carried out at the seller premises.</p> <p>The purchaser or its representatives shall have the right to inspect and/or to test the goods to confirm their conformity to the contract specifications at the factory.</p> <p><b>5.2 Pre-delivery service</b></p> <p>The Manufacturer/ Supplier shall undertake inspection and servicing of the unit, including washing, greasing, lubrication, adjustment and calibration (if any) at his costs (Parts, materials, labor, etc.) to ESL's satisfaction before formal acceptance of the unit at final destination</p> <p><b>NB: The factory test and commissioning test reports shall be submitted to the buyers' address within 7 days after the test.</b></p> <p><b>6. Warranty (Mandatory)</b></p> <ul style="list-style-type: none"> <li>a) The Bidder / Supplier guarantees that all materials, parts, components, accessories and attachments that the unit bid upon have been manufactured and assembled are of high quality and good workmanship. The Bidder / Supplier also guarantees to replace at his cost (ALL cost-plus transportation and all labor charges up to the worksite and or the final destination) any part or component that may break or fail by reason of inferior or defective material and/or workmanship within the warranty period.</li> <li>b) <b>The warranty period shall be 12 months or 2500 working hours or above from date of formal acceptance.</b></li> <li>c) <b>Specify extra (additional) warranty period for the engine, wet brake, Transmission, Hydraulic pumps, Hydraulic motors, Lifting cylinders, Boom cylinders &amp; other drives.</b></li> </ul> <p><b>7. Defect liability period (Mandatory)</b></p> |                |

| Requested Specification                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | Bidder's Offer |
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| <p>a) If there is a defect on the machine, a written notice will be given to the Supplier or their dealer.</p> <p>b) The Bidder /Supplier shall undertake to rectify faults under warranty upon notification by Share Company within a <b>maximum of 30 calendar days from date of notification or such occurrences by the concerned body of ESL</b>. Failure to do so will result in remedial action being undertaken by ESL at the risk and expense of the Bidder/Supplier.</p> <p>c) The Share Company reserves the right to further claim for down time costs if with strainer faults are not rectified within a specified time above</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                |
| <p><b>8. Maintenance service and inspection during defect liability period (Mandatory)</b></p> <ol style="list-style-type: none"> <li>1. After six months from acceptance test</li> <li>2. Towards the end of defect liability period</li> </ol> <p><b>9. Training and Knowledge transfer. (Mandatory)</b></p> <ul style="list-style-type: none"> <li>• Technical training shall be provided locally at the expense of the Supplier as follows.</li> <li>• In operation of the unit bid to the purchaser's employee at least 5 operators.</li> <li>• In repair and maintenance of unit bid to the buyer's staff at least 5 technical persons per unit/system. (Unit/system shall be categorized as follows: unit on engine maintenance &amp; diagnosis with lap top and transmission system, unit on fuel system and hydraulic system, unit on electric &amp; electronic system and control CANBUS system)</li> <li>• The Supplier Should propose short training program for ESL 3 senior personnel's (engineers) for duration of <b>at least 5 working days</b> at the manufacturer's training center and for pre –shipment inspection. <b>The shipment is done after the pre -shipment inspection confirmation &amp; the training done.</b></li> </ul> <p><b>N.B Specify the period, Scope and detail content of the training Syllables to be provided separately for the above mentioned buyers personnel.</b></p> <p><b>10. Supply Requirements (Mandatory)</b></p> <p><b>10.1.Manuals:</b></p> <ul style="list-style-type: none"> <li>• <b>One copy of each maintenance Manual, Engine service Disassemble &amp; Reassemble Manual Operators manual, Work Shop / repair manual &amp; spare parts catalogue shall be supplied with each unit.</b></li> </ul> |                |



| Requested Specification                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Bidder's Offer |
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| <ul style="list-style-type: none"> <li>• One additional copy from each manual for the total order quantity.</li> <li>• All manuals should be supplied both in hard copy and soft copy.</li> <li>• Manuals and catalogues shall cover the equipment/vehicle and all its components, attachments &amp; accessories thereof</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                |
| <p><b>10.2.Tools:</b></p> <p><b>10.2.1 Standard Tools</b><br/>A set of essential complete maintenance tools both Mechanical &amp;Electrical. (which include appropriate lubrication gun, hydraulic Jack 50Ton Operated with pneumatic and Pneumatic operated wheel wrench) shall be provided in a lockable toolbox with each unit.</p> <p><b>10.2.2 Special Tools</b><br/>List of special tools shall be provided including Engine and transmission, differential over hauling plus hydraulic system with separate price.</p> <p><b>10.3.Fire extinguisher</b><br/>One each multi-purpose, proper size fire extinguisher shall be furnished with each machine.<br/>Fire extinguisher minimum 6 Kg<br/>Fire extinguisher portable; with proper clip on fixing arrangement to facilitate quick removable &amp; operation should be provided.<br/>For fixing the fire extinguisher brackets shall also be supplied.</p> <p><b>10.4. Colour</b><br/><b>As per the buyer's choice.</b></p> <p><b>10.5. Optional</b><br/>Items considered vital by the Manufacturer/Bidder for safe, effective and efficient function of the equipment shall be quoted optionally as part of the bid.</p> <p><b>10.6 Lab top computer</b><br/>The company Should provide Diagnosis lab top computer with backup (application software and down load procedure) to follow up maintenance of the machine.</p> <p><b>11. Recommended Spare parts List</b><br/>bidder must furnish itemized &amp; individually priced suggested list of recommended spare parts for the equipment to be supplied for the first 4,000 hrs of operation, or to the value of 15% of order, with prices valid for a period of one year.</p> <p><b>12. Price Quotation</b></p> |                |

| Requested Specification                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Bidder's Offer |
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| <p>The bidder or supplier must quote in the BOQ of the financial document the unit &amp; aggregate price for the following:</p> <ul style="list-style-type: none"> <li>- Equipment price</li> <li>- Tools price( in categories)</li> <li>- Manual &amp; drawing price</li> <li>- Training price</li> <li>- Spare parts price</li> <li>- Field kit( separately)</li> </ul> <p><b>13. Documentation</b></p> <p>Bidder / Supplier shall provide the following additional documents with his bid:</p> <p>13.1 Technical specifications and manufacturer's brochures describing in detail the unit bid upon including all standard and optional equipment.</p> <p>13.2 Certified Engine data according to SAE standard showing net power, torque &amp; specific fuel consumption curves, at sea level and at 2500 meters above sea level.</p> <p>13.3 Full descriptive pamphlets with picture &amp; drawing of machine capability</p> <p>13.4 Full detail of electrical system + interlocking + electrical diagram</p> <p>13.5 Full detail of hydraulic system + drawing</p> <p>13.6 Full detail of axle and their construction</p> <p>13.7 Full detail of engine with their construction and performance</p> <p>13.8 Full detail of transmission system</p> <p>13.9 Full detail of steering system + drawing</p> <p>13.10 Full detail of braking system + drawing</p> <p>13.11 Full detail of operator cabin + control + instrumentation.</p> <p><b>14. Performance indicators</b></p> <p>14.1 Moving per hour.</p> <p>14.2 Operating cost per hour</p> <p>14.3 Maintenance cost per year (with detail of labour, spare part, etc)</p> <p>14.4 Specify certified average fuel consumption for the offered unit</p> <ul style="list-style-type: none"> <li>a) At maximum work load conditions</li> <li>b) At moderate work load conditions</li> <li>c) At light work load conditions.</li> </ul> <p>14.5 Specify Max Travel speed(km/hr)</p> <ul style="list-style-type: none"> <li>a) With full load and with out load.</li> </ul> |                |

| Requested Specification                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Bidder's Offer           |                                   |                                         |                                         |        |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
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| <p><b>15. Performance (Mandatory)</b></p> <ul style="list-style-type: none"><li>▶ HOISTING (BOOM UP) Time<ul style="list-style-type: none"><li>- Specify Hoisting up time from 0° to 60° (Laden 30t load/no load)</li></ul></li><li>▶ HOISTING (BOOM DOWN) Time<ul style="list-style-type: none"><li>- Specify Hoisting down time from 60° to 0(Laden 30t load/no load)</li></ul></li><li>▶ TELESCOP OUT &amp; IN Time<ul style="list-style-type: none"><li>- Specify Telescoping out &amp; in time without load.</li></ul></li><li>▶ Spreader 20/40 Time<ul style="list-style-type: none"><li>- Specify 20/40 spreader out speed.</li><li>- Specify 40/20 spreader in speed.</li></ul></li></ul> <p><b>16. Others (Mandatory)</b><br/><b>Bidders must provide the third party evidence from an authorized agency for the following data mentioned bellow: for 16.1 and 16.2.</b></p> <p>16.1 Number of units of the offered make/ model in-service in the world especially in Port Business.</p> <p>16.2 Companies years of experience in providing solutions to the container handling industry.</p> <p>16.3 Maximum parts availability time from the factory to the local purchaser by air freight &amp; by sea/ freight</p> <p>16.4 Companies proven experience or field of specialization in port equipments.</p> <p>16.5 Manufacturer's recommended lubricants and their change intervals, (greases &amp; oils, engine, hydraulic, transmission, brake &amp; final drives, etc) considering a 1% sulfur content in the diesel fuel, working under normal conditions</p> <table><tr><th>Lubricant type</th><th>Refill capacity (litres)</th><th>Change intervals in (hrs) or (Km)</th><th>Top up between change intervals, if any</th><th>Remark</th></tr><tr><td></td><td></td><td></td><td></td><td></td></tr><tr><td></td><td></td><td></td><td></td><td></td></tr><tr><td></td><td></td><td></td><td></td><td></td></tr><tr><td></td><td></td><td></td><td></td><td></td></tr></table> <p>Manufacturer's recommendation of the change intervals of all filters (air Cleaner, fuel filters engine oil filters, hydraulic oil filters,</p> | Lubricant type           | Refill capacity (litres)          | Change intervals in (hrs) or (Km)       | Top up between change intervals, if any | Remark |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Lubricant type                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Refill capacity (litres) | Change intervals in (hrs) or (Km) | Top up between change intervals, if any | Remark                                  |        |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
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| Requested Specification                                                                                                                                                                                                                                                                                                                                                                                                                                                         |            |                      |                                |         | Bidder's Offer |            |                      |                                |         |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
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| transmission oil filters, brake ,etc) taking into account of 1% sulphur content in the diesel fuel, working under normal conditions.                                                                                                                                                                                                                                                                                                                                            |            |                      |                                |         |                |            |                      |                                |         |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| <table><tr><th>Type of filter</th><th>Unit price</th><th>Quantity per machine</th><th>Change intervals in (hr) or km</th><th>Remarks</th></tr><tr><td></td><td></td><td></td><td></td><td></td></tr><tr><td></td><td></td><td></td><td></td><td></td></tr><tr><td></td><td></td><td></td><td></td><td></td></tr><tr><td></td><td></td><td></td><td></td><td></td></tr></table>                                                                                                  |            |                      |                                |         | Type of filter | Unit price | Quantity per machine | Change intervals in (hr) or km | Remarks |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Type of filter                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Unit price | Quantity per machine | Change intervals in (hr) or km | Remarks |                |            |                      |                                |         |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
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| <p><b>17. Basic Information</b></p> <p>All Bidders are expected to provide their statement of compliances &amp; Clause–By–Clause commentary for all parameters and any data at the right side provided column required by the specification.</p>                                                                                                                                                                                                                                |            |                      |                                |         |                |            |                      |                                |         |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| <p><b>18. Compliance to Requirements</b></p> <p>Bidders are expected to offer equipment from their product range that closely meets the technical specification. However bids, which do not comply, to the required specification described in the technical specifications may be rejected as non – responsive. Bids with higher performance and /or better features than specified may be considered in bid evaluation even where such preference has not been specified.</p> |            |                      |                                |         |                |            |                      |                                |         |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| <p><b>19. Language Requirement</b></p> <p>All documents, manuals, charts, drawings and manufacturer's specification literature included with the bid shall be in English. Engineers to be sent for performing the training and installation duties with their full responsibility shall be good in English.</p>                                                                                                                                                                 |            |                      |                                |         |                |            |                      |                                |         |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| <p><b>20. Specification Waiver</b></p> <p>Evaluation shall be made as per the pre-set method, however; ESL reserves the right to partially or fully waive compliance to any of these specifications, and make awards on the basis that the interest of the ESL is best served.</p>                                                                                                                                                                                              |            |                      |                                |         |                |            |                      |                                |         |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

**PART II. Technical Requirement**

| ESL Requested Specification                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Bidder's Offer |
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| <p><b>1.Scope (type, capacity, dimension and functionality) (Mandatory)</b></p> <p>It is the intent of these specifications to describe a hybrid reach stacker with diesel engine driven, top lift container reach stacker having spreader of capacity, 46 Ton lifting capacity in first row, min 43 Ton 4 high in second row &amp; min 25 Ton 3 high in third row ISO containers 20'-40' each 8'6"-9'6" high and not less than 45 Ton at five high in first row stacking with load center not less than 1865mm. It is used for loading &amp; unloading road trucks, transportations and stacking in the yard.</p> <p><b>2. Equipment</b></p> <p>Make: shall be indicated</p> <p>Year of manufacture:≥ 2024 G.C</p> <p>Model: shall be indicated</p> <p>Country of Origin: shall be indicated.</p> <p><b>3. Engine (Mandatory)</b></p> <p><b>3.1. General</b></p> <p>The diesel engine and the hybrid system shall perform smoothly &amp; efficiently under all conditions of operation described above &amp; shall develop the rated horsepower, when operating on commercial diesel fuel of locally available.</p> <p><b>3.2. Type</b></p> |                |

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| ESL Requested Specification                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Bidder's Offer |
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| <p>Four cycles, water-cooled, diesel driven, turbo charged, inter/after cooled, minimum Six cylinders in-line &amp; shall be equipped with repairable wet type cylinder sleeves /liners.</p> <p><b>3.3 Horsepower</b></p> <ul style="list-style-type: none"> <li>• <i>Produce enough HP for the intended use. Rated Power 235kW/2100rpm</i></li> <li>• <i>Torque output: shall be indicated, Max torque not less than 1750Nm/1250rpm</i></li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                |
| <p><b>3.4.Lubrication System</b></p> <ul style="list-style-type: none"> <li>• <i>Full force-feed type.</i></li> <li>• <i>Two replaceable full flow &amp; by-pass cartridge filters</i></li> <li>• <i>Equipped with oil cooler</i></li> <li>• <i>Oil pump shall be strain protected</i></li> <li>• <i>Oil sump shall be steel guarded</i></li> <li>• <i>Engine protection system: fuel feed shall be cut off</i></li> <li>• <i>When oil pressure fall below a certain level.</i></li> </ul> <p><b>3.5. Air Cleaner</b></p> <ul style="list-style-type: none"> <li>• <i>Heavy duty of a two stage dry-type.</i></li> <li>• <i>Fitted with cyclone type pre-cleaner.</i></li> <li>• <i>Fitted with Automatic dust evacuator or manual air cleaner.</i></li> <li>• <i>Dust indicator with restriction gauge/indicator</i></li> </ul> <p><b>3.6. Cooling System</b></p> <ul style="list-style-type: none"> <li>• <i>Tropicalized, closed pressurized &amp; pump forced type.</i></li> <li>• <i>Incorporate an efficient tropicalized thermostat.</i></li> <li>• <i>All the cooling system heat exchangers shall be independent of one another i.e the removal of the engine cooler (for repair) should not affect the hydraulic oil cooler.</i></li> <li>• <i>Suitable cooling temperature to 50°C</i></li> </ul> <p><b>3.6.1. Radiator</b></p> <ul style="list-style-type: none"> <li>• <i>Tropicalized of the heavy-duty construction properly mounted and equipped with core protection grill.</i></li> <li>• <i>Upper &amp; lower channels/tank as well as core shall be made from brass, aluminum and/or copper of repairable type.</i></li> <li>• <i>Equipped with altitude compensator.</i></li> </ul> <p><b>3.6.2. Cooling Fan</b></p> <ul style="list-style-type: none"> <li>• <i>Direct drive.</i></li> <li>• <i>Driven by belt and guarded</i></li> </ul> <p><b>3.7. Fuel System</b></p> <p><b>3.7.1. Fuel Tank</b></p> |                |

| ESL Requested Specification                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Bidder's Offer |
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| <ul style="list-style-type: none"> <li>• Properly ventilated, protected both internally &amp; externally from corrosion and under side is guarded.</li> <li>• Adequate capacity to operate the unit for at least 8 hrs continuous operations under average load.</li> <li>• Made from repairable steel.</li> <li>• Tank filler shall contain a strainer.</li> <li>• Tank cap shall be lockable.</li> <li>• Drain plugs shall be equipped.</li> </ul> <p><b>3.7.2. Injection Pump</b></p> <ul style="list-style-type: none"> <li>• Fuel pump shall preferably be in line, mechanical driven, high pressure pump with all speed governor control arrangement. or</li> <li>• Unit direct injection type, individual monitored high-pressure injection pumps (injector) are also acceptable.</li> </ul> <p><b>3.7.3. Fuel Filters</b></p> <ul style="list-style-type: none"> <li>• Minimum two filters in series</li> </ul> <p><b>3.7.4. Water Separator</b></p> <p>Installed in the diesel supply system and shall retain rust, metal chips &amp; dirt particles.</p> <p><b>4. Transmission (Mandatory)</b></p> <ul style="list-style-type: none"> <li>• Make and model: shall be indicated</li> <li>• Transmission type: hydro mechanical variable transmission</li> <li>• Gearbox type: power shift</li> <li>• Transmission type: automatic and each partly be shifted manually</li> <li>• Number of gears: <math>\geq 5</math> forward &amp; <math>\geq 3</math> reverse.</li> <li>• Transmission protection system: protective lockout to prevent F to R shifting while on the move should include.</li> <li>• The system should have magnetic type fill &amp; drain plugs.</li> <li>• Control system: Electronic</li> </ul> <p><b>5. AXLES AND DRIVES</b></p> <p><b>Propeller Shaft</b></p> <ul style="list-style-type: none"> <li>• The mountings on the propeller shaft shall be fitted with cross-flanges for optimum strength</li> </ul> <p><b>Front Axle</b></p> <ul style="list-style-type: none"> <li>• Drive axle with Hub reduction via four planetary gearboxes</li> <li>• Drive axle shall shift gear down in two stages, differential and Hub reduction to get maximum torque at drive wheels from the Engine.</li> </ul> <p><b>Rear Axle</b></p> |                |

| ESL Requested Specification                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Bidder's Offer |
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| <ul style="list-style-type: none"> <li>Steering axle and shall be made from a single piece of robust steel.</li> <li>Steering axle with single steering cylinder and adjustable tie-rods, and wheel nut protection.</li> </ul> <p><b>6.Braking system</b></p> <ul style="list-style-type: none"> <li>Braking system shall be separated from the hydraulic system and shall have cooler and high-pressure filter.</li> <li>Service brake: oil-cooled multiple wet disc brake in the wheel hubs of the drive axle, hydraulically charged accumulator, with cooling system.</li> <li>Parking brake: independent accumulator disc brake mounted to the differential or acting on the drive shaft.</li> </ul> <p><b>7.STEERING</b></p> <ul style="list-style-type: none"> <li>Rear steering wheel and steering axle shall be made of a single piece of high strength steel.</li> <li>Steering cylinder: one double acting cylinder, adjustable tie rods wheel nut protection.</li> <li>The system shall be provided with arbitral and priority valve jointly to provide gentle yet precise steering movements.</li> <li>Both tips of steering piston rod chrome shall protect or cover with dust boot.</li> <li>Turning radius: approx. / Maximum/ 9850mm.</li> </ul> <p><b>8.Wheels &amp; Tires (Mandatory)</b></p> <p><b>Wheels</b></p> <ul style="list-style-type: none"> <li>No. of wheels, front/rear: 4/2</li> </ul> <p><b>Tires</b></p> <ul style="list-style-type: none"> <li>Type: Tubeless <b>Toothed Tire</b> .</li> <li>Radial type</li> <li>Size: 18x33 &amp; PR ≥ 40 (6 diagonal tires, Tire spécification ; 18.00-33 40 PR)</li> <li><b>All Tire fixed on the machine should be Brand.</b></li> </ul> <p>Spare tire with wheel assembly shall be provided</p> <p><b>9.Electrical System</b></p> <ul style="list-style-type: none"> <li><b>Control system communication must be fully CAN bus</b></li> <li>Not limited to a Composed of but complete 24V electric starting, charging, lighting systems &amp; electronic voltage regulator.</li> <li>protected with fuses</li> </ul> |                |



| ESL Requested Specification                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Bidder's Offer |
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| <ul style="list-style-type: none"> <li>• <i>The wire harness shall be colored, number coded and all wiring shall be enclosed in non-metallic loam.</i></li> </ul> <p><b>9.1. Starting System</b></p> <ul style="list-style-type: none"> <li>• <i>An electric motor shall start the engine satisfactorily at temperatures as low as 0°C without recourse to any auxiliary heating or starting device, glow plugs or fluid priming system is required.</i></li> <li>• <i>Reduction type starter motor.</i></li> <li>• <i>Starter motor shall be an indicator.</i></li> <li>• <i>Specify Starter motor capacity</i></li> </ul> <p><b>9.2. Alternator</b></p> <ul style="list-style-type: none"> <li>• <i>Heavy-duty fan ventilated.</i></li> <li>• <i>Rated capacity of 24V/min 60Amp.</i></li> </ul> <p><b>9.3. Batteries</b></p> <ul style="list-style-type: none"> <li>• <i>2 X 12V in series system &amp; each minimum 140 AH at 20 hours rating.</i></li> <li>• <i>Mounted at a convenient place in a metal box with hold down device, cushioned &amp; shall be located so as to provide easy access for servicing.</i></li> </ul> <p><b>9.4. Lighting System</b></p> <p>The lighting system shall consist of but not limited to: -</p> <ul style="list-style-type: none"> <li>• Back up light with alarm.</li> <li>• Work lights (front &amp; rear).</li> <li>• Panel lights</li> <li>• Cab interior light</li> <li>• Headlight (with dipper and main beam)</li> <li>• Side light, Rear lights, brake lights, Revolving Beckon light, direction indicator light,</li> <li>• Working light for boom.</li> </ul> <p><b>10. Hydraulic System</b></p> <ul style="list-style-type: none"> <li>• Main pump: make and model shall be indicated</li> <li>• Type: variable displacement piston pump</li> <li>• Load dependent pump: the system shall be equipped with load sensors pumps to lifting, lower and steering.</li> <li>• Load independent pumps: the system shall be equipped with independent working pumps for servo and brake</li> <li>• Main system: consisting of pumping section for steering, transmission, working hydraulic operation</li> <li>• Tropical hydraulic system cooling, suitable up to 50°C ambient</li> <li>• Enough tank capacity</li> </ul> |                |

| ESL Requested Specification                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Bidder's Offer |
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| <ul style="list-style-type: none"> <li>• All cylinders shall be double sealed.</li> </ul> <p><b>10.1. Filtration</b></p> <ul style="list-style-type: none"> <li>•Two full-time, full flow return line hydraulic filter.</li> <li>•Suction filters, high pressure filters to protect sensitive parts of the hydraulic system.</li> <li>•Air breathers with an indicator on the hydraulic tank.</li> <li>•Filtration: number of filters and arrangements make, and model shall be indicated.</li> </ul> <p><b>10.2 Hydraulic Pressure Hose</b></p> <ul style="list-style-type: none"> <li>• <i>The hose shall consist of a seamless weather &amp; oil resistant synthetic high pressure rubber tube with hydraulic hose fittings at either end.</i></li> <li>• <i>Fittings shall be threaded to standard pipe threads &amp; equipped with swivel fittings at one hose end and equipped with leak proof couplings (ORFS)</i></li> <li>• <i>Hose shall be clip fashioned.</i></li> <li>• <i>All hoses shall be double seals</i></li> </ul> <p><b>11. Cab (Mandatory)</b></p> <ul style="list-style-type: none"> <li>• <i>ROPS/FOPS cab meeting the relevant SAE standard</i></li> <li>• <i>Fully enclosed steel cabin with safety glasses, wipers, windows, side-view mirrors, Rear view mirrors, lockable service doors&amp; equipped with A/C .</i></li> <li>• <i>Operator's cabin positioned centrally that the operator shall have the best possible view in all directions during operation of the containers including better view of the working area in the yard.</i></li> <li>• <i>An ergonomically designed adjustable up holstered seat, adjustable for both height and revolving type with back rest and hand rest shall be provided.</i></li> <li>• <i>The cabin should be sliding the cab forward&amp; reverse manual/Hydraulic. for easy engine and accessory maintenances.</i></li> <li>• <i>Equipped with HD Reverse view system.</i></li> </ul> <p><b>12. Chassis (Mandatory)</b></p> <ul style="list-style-type: none"> <li>•<i>Frame shall be designed exclusively for top lift container reach stacker operation.</i></li> <li>•<i>Heavy Duty Box Type Chassis required. For Stiffer, and More stable operation. Cross bar in the boom tower on chassis is required for better strength.</i></li> </ul> |                |

| ESL Requested Specification                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Bidder's Offer |
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| <ul style="list-style-type: none"> <li>• <i>Beam construction shall make machine stable, torsion resistant &amp; service friendly.</i></li> </ul> <p><b>13. Lifting Boom (Mandatory)</b></p> <ul style="list-style-type: none"> <li>• <b>The boom:</b> shall have two sections, the inner and outer boom.</li> <li>• The design and construction of the boom shall be as per relevant FEM/DIN standards to withstand high lateral and torsional stresses for the required class of continuous duty cycle.</li> <li>• <b>Telescopic boom should be functional at load of 46 tons</b></li> <li>• <b>A central greasing system for the boom shall be incorporated.</b></li> <li>• <b>Nylon pads:</b> the sliding plates between inner and outer boom shall be lubrication free.</li> <li>• The boom shall slide on high quality nylon pads for smooth telescopic action.</li> <li>• <b>Cable chain:</b> leading hydraulic hoses and cabling to the attachment shall be made of maintenance free plastic.</li> <li>• <b>Energy cable:</b> boom shall be equipped with electric motor operated cable.</li> <li>• <b>Inclination:</b> the maximum angle shall be 60°</li> <li>• <b>Hoisting Height:</b> the maximum lift height of the boom shall be not less than 15000mm.</li> <li>• <b>Weighing system (Scale):</b> The reach stacker Machine must equip this system, helps the Carrier to have a Verified Gross Mass (VGM) for each laden container before it can be unladen and loaded onto a truck.</li> <li>• <b>Telescopic Cylinder:</b> shall be equipped with holding valves to block oil fed and secure boom position.</li> <li>• <b>Pump:</b> oil fed pump for boom working shall be load sensing type.</li> <li>• <b>Dampening:</b> boom telescoping shall be damped in the end position to reduce wear.</li> <li>• <b>Safety:</b> the boom shall be equipped with mechanical and electrical load-limiting devices.</li> <li>• <b>Capacity:</b> &gt;= 46 Ton</li> </ul> <p><b>13.1. Lifting Cylinder</b></p> <ul style="list-style-type: none"> <li>• Shall be equipped with holding valves to reduce wear</li> <li>• Shall be equipped with a feature for smooth stopping and starting movements at the base.</li> <li>• <b>Pump:</b> oil fed pump for lifting shall be load sensing type</li> </ul> |                |

| ESL Requested Specification                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Bidder's Offer |
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| <ul style="list-style-type: none"> <li>•<b>Descending:</b> lifting cylinder lowering shall be free.</li> <li>•<b>Dampening:</b> shall be dampened in the end position to reduce wear.</li> <li>•<b>Seal:</b> shall be Double sealed &amp; leak proof couplings.</li> <li>•<b>Working capacity:</b> 46 Ton</li> </ul> <p><b>14. Rotator (Mandatory)</b></p> <ul style="list-style-type: none"> <li>• Fixed in the inner boom which enables the container to be rotated with minimum requirement -105/195 deg</li> <li>• Shall consist of upper and lower yoke joined with powerful bearing.</li> <li>• Rotation shall be produced by two hydraulic motors which drive a ring gear.</li> <li>• Dampening cylinders: shall be equipped with two hydraulic dampers to prevent the container from swinging length wise and to tilt the spreader via hydraulic cylinder</li> <li>• Dampening cylinder <math>\pm 5^0</math>+ Tilt lock.</li> <li>• Pump: oil fed to rotation function shall be with constant pressure.</li> <li>• Rotation angle: slewing (clockwise, anticlockwise) shall be indicated.</li> <li>• Slewing control: electrically by sensor and hydraulic.</li> </ul> <p><b>15. Spreader</b></p> <ul style="list-style-type: none"> <li>• Each spreader unit should be designed for continuous 24 hours operation confirming the requirements of FEM. Proximity switches shall be provided for all spreader operation control through PLCs.</li> <li>• 20' – 40' Telescopic top lift spreader for handling ISO containers with a height of 8'6" to 9' 6"</li> <li>• Equipped with four pendular floating ISO twist locks.</li> <li>• Equipped with side shift +/- 800mm and of capacity 46 Ton.</li> <li>• Hydraulic leveling shall be by hydraulic cylinders</li> <li>• Twist lock indicator lights shall be on the rotator</li> <li>• Arrangement shall be made for manually unlocking the twist locks in case of power/other failure. The twist lock operations shall be Automatic through plc.</li> <li>• Twist lock lock-out device: should be built into the spreader to prevent engaging a container by less than 4 corners and unlocking when carrying a container.</li> <li>• Lift interrupt system: shall be equipped with this system to prevent lifting a container with a partially turned twist lock.</li> </ul> |                |

| ESL Requested Specification                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Bidder's Offer |
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| <ul style="list-style-type: none"> <li>Hook on corners/Lifting eyes: shall be equipped with four hooks for slings/lugs used for general cargo material handling. Each sling/lug shall have of capacity 10Ton, length and diameter of the sling shall be indicated.</li> </ul> <p><b>16. Greasing (Mandatory)</b></p> <ul style="list-style-type: none"> <li>≥ 45 minimum number of greasing points should be covered by the central greasing system.</li> <li>Indicate minimum number of greasing points under central and non-central greasing systems.</li> </ul> <p><b>17 Performance (Mandatory)</b></p> <ul style="list-style-type: none"> <li>Rated lifting Capacity (Ton)</li> <li><b>Row 1: load center (L4):</b> shall be not less than 1865mm.<br/> <b>1-3<sup>rd</sup> layer (Ton):</b> not less than <b>46</b> Tone and 4-5<sup>th</sup> layer not less than 45 ton (8'6"/9'6")</li> <li><b>Row 2: Load center (L5):</b> shall be ≥ 3850mm<br/> 1-4 layer: shall be not less than <b>43</b> Ton (8'6"/9'6")</li> <li><b>Row 3: load center (L6):</b> shall be ≥ 6350mm<br/> <b>1-3 layer (Ton):</b> not less than <b>25</b> Ton (8'6"/9'6")</li> <li><b>Hoisting (Boom up) time:</b> Hoisting up from 0° to 60° (Laden 30t load/no load): ≤ 39 / ≤ 23 sec</li> <li><b>Hoisting (Boom down) time:</b> Hoisting down from 60° to 0(Laden 30t load/no load) ≤ 25/27 sec.</li> <li><b>Telescopic out speed:</b> Telescoping out no load: ≤ 25 sec.</li> <li><b>Telescopic in speed:</b> Telescoping in no load: ≤ 25 sec.</li> <li><b>Max Travelling speed (km/hr):</b> Max. Travel speed Laden ≥ 21 km/hr Unladen ≥ 25Km/hr.</li> <li><b>Gradeability (%):</b> No load/ full load shall be ≥ 23/17</li> <li><b>20'' - 40'' spreader speed:</b> shall be not more than.15/15 second.</li> <li><b>Pack traction (KN):</b> shall be minimum 260</li> <li><b>Productivity</b> Number of containers moves per hour ≥ 22</li> <li><b>Fuel consumption per hour</b> Average fuel consumption per hour ≤ 15 lit/hrs.</li> </ul> <p><b>18 Instrumentation</b></p> <p>The instrument panel shall include but not limited to: -</p> <ul style="list-style-type: none"> <li><b>. Meters:</b></li> <li>Tachometer.</li> </ul> |                |

| ESL Requested Specification                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Bidder's Offer |
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| <ul style="list-style-type: none"> <li>• Hour meter.</li> <li>• Ammeter or Voltmeter</li> <li>• <b>Gauge:</b></li> <li>• Fuel gauge.</li> <li>• Water (Coolant)temperature gauge</li> <li>• Hydraulic oil temperature.</li> <li>• Hydraulic oil level.</li> <li>• Engine oil pressure.</li> <li>• Air pressure etc</li> <li>• <b>Indicator and warning light:</b></li> <li>• Air cleaner element service</li> <li>• Battery condition indicator</li> <li>• Low brake pressure</li> <li>• Transmission and hydraulic filters service</li> <li>• Low engine oil pressure</li> <li>• Engine coolant overheat &amp; level</li> <li>• High transmission temperature.</li> <li>• Torque converter overheats</li> <li>• Locked twist lock</li> <li>• Seated landed pin</li> <li>• Opened twist lock</li> <li>• Safety system disconnected</li> <li>• <b>DISPLAY PANEL</b></li> <li>• A suitable display to indicate container load &amp; spreader height in the operator's cabin at eye level shall be provided to enable the operator to read while operating the reach stacker Audible alarm for overload and a shutdown safety system shall also be provided.</li> <li>• Shall provide safe, efficient management of the status of the load and the machine, including weight of laden container, allowable load and boom angle.</li> <li>• The graphic display shall be with automatic fault analysis and must record maintenance performed in the past and maintain an error history.</li> <li>• Graphic display with automatic fault analysis at least min. 7' color touch display.:</li> <li>• Twist lock indicator</li> <li>• System voltage</li> <li>• Weighing system (Scale)</li> </ul> |                |

| ESL Requested Specification                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Bidder's Offer |
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| <ul style="list-style-type: none"> <li>• Actual gear</li> <li>• Engine rpm</li> <li>• Engine oil pressure</li> <li>• Engine coolant temperature</li> <li>• Hydraulic oil temperature</li> <li>• Transmission oil temperature</li> <li>• Fuel level</li> <li>• Traveling speed</li> <li>• Overload warning</li> <li>• Overload warning steering axle</li> <li>• Lighting switches</li> <li>• Windshield wiper control</li> <li>• Other required accessories for proper &amp; efficient operation</li> </ul> <p><b>19 SAFETY AND INTERLOCK</b></p> <ul style="list-style-type: none"> <li>• Lock/Unlock interlock</li> <li>• Over tipping protection</li> <li>• Overload protection</li> <li>• Anti restart protection</li> <li>• Boom angle protection</li> <li>• Boom drop provision valve</li> <li>• Travel speed limiter</li> <li>• Safety for engine low oil pressure</li> <li>• Transmission forward /reverse interlock</li> </ul> <p><b>20. CONTROL SYSTEM</b></p> <ul style="list-style-type: none"> <li>• Shall be less wiring &amp; reduced cabling.</li> <li>• Data transmission shall be equipped with CAN-bus technology.</li> <li>• Shall be equipped with intelligent fault identification with several fault codes plus diagnosis menus.</li> </ul> <p><b>21. Any Salient feature</b></p> <p>21.1 The manufacturer should attach the manufacturer certification for major Components &amp; parts such as (hydraulic actuators, pumps steering, and control system etc ) by same manufacturer.</p> <p>21.2 In addition to this Any other salient feature in Reach stacker technology is accepted.</p> <ul style="list-style-type: none"> <li>• Technology of TOS (Terminal operating System) or technology of smart fleet.</li> <li>• EMCS (Electronic machine control system) with on line or in the form of PDF or Excel report:-</li> <li>• Productivity managing system</li> <li>• Overload safety system</li> <li>• Auto acceleration control system</li> </ul> |                |

| ESL Requested Specification                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Bidder's Offer |
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| <ul style="list-style-type: none"> <li>• Safety alert</li> <li>• Machine status <ul style="list-style-type: none"> <li>- Any other New technology Should be mentioned integrations to Reach stacker.</li> </ul> </li> </ul> <p><b>22. FIELD KIT OF SPARE PARTS</b></p> <ul style="list-style-type: none"> <li>• <i>The unit &amp; total price for each of the items in field kits shall be strictly provided in sequence (i.e. item by item), by indicating the description (contents of the repair kit), individual part No. &amp; each set required per unit (Reachstacker).</i></li> <li>• Two sets of all engines top overhaul gaskets.</li> <li>• Two sets of water pump repair kit and water pump assy.</li> <li>• Two sets of turbo-charger assy. and two sets of repair kit.</li> <li>• Two each set of starter repair kit and assy.</li> <li>• One each set of alternator repair kit &amp; assy.</li> <li>• One each set of brake repair kit.</li> <li>• One each set of Foot valve repair kit.</li> <li>• Two each set of all hydraulic ram packing seals and gaskets for all cylinders.</li> <li>• Ten each set of all engine oil filter elements.</li> <li>• Ten each set of all fuel filter elements.</li> <li>• Ten each set of all air cleaner elements.</li> <li>• Two each set of all transmission filters (if it is not integrated with the hydraulic system).</li> <li>• Five each set of all hydraulic filters.</li> <li>• One each set of injector nozzles assy.</li> <li>• Four each sets of all electric lamp/bulbs and fuses.</li> <li>• Two each set of water separators. (If it is separately fitted and serviced)</li> <li>• Two each sets of all belts employed.</li> <li>• One set of cooling hoses.</li> <li>• One set of hydraulic and other fluid hoses.</li> <li>• One each lockable fuel, Engine and radiator caps.</li> <li>• One each set of Engine oil dip stick per equipment.</li> <li>• Ten each set of all types of sensors and/or proximity switch kit with cable and connector.</li> <li>• Twenty each set of all types of bolts, nuts, washers &amp; screw Allen.</li> <li>• One each set of brake hoses</li> </ul> |                |



| ESL Requested Specification                                                                                                                                                                                                                              | Bidder's Offer |
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| <ul style="list-style-type: none"><li>• Two each set of Hub bearing</li><li>• Two each set of Hub oil seal</li><li>• One set of each sensor.</li><li>• Additional one set of Each Key.</li><li>• Three sets of grease nipples and distributor.</li></ul> |                |

**Additional Requirements****Scope of Work**

The successful bidder shall be responsible for providing four (4) Reach Stackers Port Container Handling Machinery, complete with all necessary accessories, to the Kality Inland Port. The scope of work includes:

**Scope i: Supply Reach stacker Port Machineries supply, and training operators**

- f) Provision of Reach Stacker Port Container Handling Machinery, complete with all necessary manuals and documentation, in compliance with the technical specifications of Ethiopian Shipping and Logistics (ESL) outlined in the annex, as well as relevant international and local regulations.
- g) The supplier shall warrant in writing its capability for providing spare parts, spare components, and repair and/or replacement services for a period of 10 years after final acceptance of the delivery
- h) Provision of training for the port's machinery operators and maintenance crew on the operation and upkeep of the Reach Stacker Port Container Handling Machinery.
- i) Maintenance and repair of the Reach Stacker Port Container Handling Machinery as per the warranty.
- j) Compliance with all applicable environmental and safety regulations.

**Scope II: Handover**

Conduct a handover procedure for the Kality Inland Port (Addis Ababa) technical team. This procedure will include the following:

- Provide comprehensive and detailed technical documentation for the machinery.
- Deliver training sessions to facilitate knowledge transfer for the engineer/technical teams.

**Scope III: Warranty and Maintenance**

- Provide manufacturer's warranty for a period of 1 years along with repair and maintenance services for the machinery.
-

**Recipient**

The direct recipients of this service will be **Ethiopian Shipping and Logistics (ESL)**.

**Deliverables**

The contracted firm will be expected to deliver:

4. Supply of all the machinery as per the technical specifications.
5. Professional setup and installation of the machinery as per international practice and standards.
6. Provide users with training on installation

**Considerations**

4. The deliverables listed in this assignment shall be domiciled at Kality Dry Port in Addis Ababa.
5. The hardware and software supplied shall be subject to confirmation on delivery at ESL offices. Any costs incurred in failing to supply or meet the expected items and specifications shall be that of the contracted firm.
6. The deliverables listed in the assignment shall be subjected to sign-off by the lead person/technical team in ESL.

**Reporting & Coordination:** for co-ordination, the following will apply:

4. ESL – CEO and technical lead.
5. TMA – designated Leads in the TMA Ethiopia office and the Technical Lead Programme
6. The Contractor – designated Team Leader.

## **5. Inspections and Tests**

The following inspections and tests shall be performed: *[insert list of inspections and tests]*

The supplier carries inspection & tests at the manufacturer's site on all equipment & materials including spare parts by an internationally accredited inspection agent appointed by the client who will issue an authorized certificate before shipment and shall deliver full inspection report & authorized certificate to the client.

The final inspections and tests shall be conducted after shipment and upon delivery at the Kality Port and Terminal Site in the presence of the supplier as follows:

- On arrival the goods and the documents will be examined.
  - The technical inspection shall be conducted.
  - Each package shall be inspected and checked against the packing List provided.
  - Physical count will be done, damaged or missing items if any shall be identified.
  - Items delivered out of the specification indicated in the contract if any shall be identified.
-

The tests should comprise functional tests to confirm the proper functioning of the equipment and its components in operation.

The purchaser expert shall undertake the following inspection activities for every intended shipment:

- a. Check that the items are the correct items in the correct supply units and correct quantities.
- b. Check that the goods supplied match available manufacturer's test certificates, and that these match order specifications.
- c. Check that sizes/weight are matching order specifications (only to the extent applicable to the goods).
- d. Ensure that ready items meet the other terms and conditions of the supply contract.

After the equipment has been delivered and subject to positive post-shipment inspection, acceptance will be issued by the Purchaser to the Supplier as soon as possible and not later than 15 days after delivery

**PART 3 - Contract****Section VIII. General Conditions of Contract****Table of Clauses**

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## Section VIII. General Conditions of Contract

### 1. Definitions

1.1 The following words and expressions shall have the meanings hereby assigned to them:

- (a) “AFD” means the Agence Française de Développement;
  - (b) “Contract” means the Contract Agreement entered into between the Purchaser and the Supplier, together with the Contract Documents referred to therein, including all attachments, appendices, and all documents incorporated by reference therein;
  - (c) “Contract Documents” means the documents listed in the Contract Agreement, including any amendments thereto;
  - (d) “Contract Price” means the price payable to the Supplier as specified in the Contract Agreement, subject to such additions and adjustments thereto or deductions therefrom, as may be made pursuant to the Contract;
  - (e) “Day” means calendar day;
  - (f) “Completion” means the fulfillment of the Related Services by the Supplier in accordance with the terms and conditions set forth in the Contract;
  - (g) “GCC” means the General Conditions of Contract;
  - (h) “Goods” means all of the commodities, raw material, machinery and equipment, and/or other materials that the Supplier is required to supply to the Purchaser under the Contract;
  - (i) “Purchaser’s Country” is the country specified in the Special Conditions of Contract (SCC);
  - (j) “Purchaser” means the entity purchasing the Goods and Related Services, as specified in the **SCC**;
  - (k) “Related Services” means the services incidental to the supply of the goods, such as insurance, installation, training and initial maintenance and other such obligations of the Supplier under the Contract;
-

- (l) “SCC” means the Special Conditions of Contract;
- (m) “Subcontractor” means any natural person, private or state entity, or a combination of the above, to whom any part of the Goods to be supplied or execution of any part of the Related Services is subcontracted by the Supplier;
- (n) “Supplier” means the natural person, private or state entity, or a combination of the above, whose bid to perform the Contract has been accepted by the Purchaser and is named as such in the Contract Agreement;
- (o) “The Project Site,” where applicable, means the place named in the **SCC**.

**2. Contract Documents**

- 2.1 Subject to the order of precedence set forth in the Contract Agreement, all documents forming the Contract (and all parts thereof) are intended to be correlative, complementary, and mutually explanatory. The Contract Agreement shall be read as a whole.

**3. Fraud and Corruption**

- 3.1 The AFD requires compliance with its policy in regard to corrupt and fraudulent practices as set forth in Appendix 1 to the SCC.

**4. Interpretation**

- 4.2 If the context so requires it, singular means plural and vice versa.

4.3 Incoterms

- (a) Unless inconsistent with any provision of the Contract, the meaning of any trade term and the rights and obligations of parties thereunder shall be as prescribed by Incoterms;
- (b) The terms CIP and other similar terms, when used, shall be governed by the rules prescribed in the current edition of Incoterms specified in the **SCC** and published by the International Chamber of Commerce in Paris, France.

4.4 Entire Agreement

The Contract constitutes the entire agreement between the Purchaser and the Supplier and supersedes all communications, negotiations and agreements (whether written or oral) of the parties with respect thereto made prior to the date of Contract.

#### 4.5 Amendment

No amendment or other variation of the Contract shall be valid unless it is in writing, is dated, expressly refers to the Contract, and is signed by a duly authorized representative of each party thereto.

#### 4.6 Nonwaiver

- (a) Subject to GCC Sub-Clause 4.5(b) below, no relaxation, forbearance, delay, or indulgence by either party in enforcing any of the terms and conditions of the Contract or the granting of time by either party to the other shall prejudice, affect, or restrict the rights of that party under the Contract, neither shall any waiver by either party of any breach of Contract operate as waiver of any subsequent or continuing breach of Contract;
- (b) Any waiver of a party's rights, powers, or remedies under the Contract must be in writing, dated, and signed by an authorized representative of the party granting such waiver, and must specify the right and the extent to which it is being waived.

#### 4.7 Severability

If any provision or condition of the Contract is prohibited or rendered invalid or unenforceable, such prohibition, invalidity or unenforceability shall not affect the validity or enforceability of any other provisions and conditions of the Contract.

### 5. Language

- 5.1 The Contract as well as all correspondence and documents relating to the Contract exchanged by the Supplier and the Purchaser, shall be written in the language specified in the **SCC**. Supporting documents and printed literature that are part of the Contract may be in another language provided they are accompanied by an accurate translation of the relevant passages in the language specified, in which case, for purposes of interpretation of the Contract, this translation shall govern.
- 5.2 The Supplier shall bear all costs of translation to the governing language and all risks of the accuracy of such translation, for documents provided by the Supplier.

### 6. Joint Venture, Consortium or Association

- 6.1 If the Supplier is a joint venture, consortium, or association, all of the parties shall be jointly and severally liable to the Purchaser for the fulfillment of the provisions of the Contract and shall designate one party to act as a leader with authority to bind the joint venture, consortium, or



association. The composition or the constitution of the joint venture, consortium, or association shall not be altered without the prior consent of the Purchaser.

- |                                   |      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|-----------------------------------|------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>7. Eligibility</b>             | 7.1  | All Goods and Related Services to be supplied under the Contract and financed by the AFD shall have their origin in any eligible source as specified in the <b>SCC</b> . For the purpose of this Clause, origin means the country where the goods have been grown, mined, cultivated, produced, manufactured, or processed; or through manufacture, processing, or assembly, another commercially recognized article results that differs substantially in its basic characteristics from its components.                                                                                                                                                                                                                                                                                            |
| <b>8. Notices</b>                 | 8.1  | Any notice given by one party to the other pursuant to the Contract shall be in writing to the address specified in the <b>SCC</b> . The term “in writing” means communicated in written form with proof of receipt.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
|                                   | 8.2  | A notice shall be effective when delivered or on the notice’s effective date, whichever is later.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| <b>9. Governing Law</b>           | 9.1  | The Contract shall be governed by and interpreted in accordance with the laws of the Purchaser’s Country, unless otherwise specified in the <b>SCC</b> .                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| <b>10. Settlement of Disputes</b> | 10.1 | The Purchaser and the Supplier shall make every effort to resolve amicably by direct informal negotiation any disagreement or dispute arising between them under or in connection with the Contract.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
|                                   | 10.2 | If, after twenty-eight (28) days, the parties have failed to resolve their dispute or difference by such mutual consultation, then either the Purchaser or the Supplier may give notice to the other party of its intention to commence arbitration, as hereinafter provided, as to the matter in dispute, and no arbitration in respect of this matter may be commenced unless such notice is given. Any dispute or difference in respect of which a notice of intention to commence arbitration has been given in accordance with this Clause shall be finally settled by arbitration. Arbitration may be commenced prior to or after delivery of the Goods under the Contract. Arbitration proceedings shall be conducted in accordance with the rules of procedure <b>specified in the SCC</b> . |
|                                   | 10.3 | Notwithstanding any reference to arbitration herein,                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |

- (a) The parties shall continue to perform their respective obligations under the Contract unless they otherwise agree; and
- (b) The Purchaser shall pay the Supplier any monies due the Supplier.
- 11. Inspections and Audit by the AFD**
- 11.1 The Supplier shall keep and shall make all reasonable efforts to cause its Subcontractors to keep accurate and systematic accounts and records, in respect of the Goods in such form and details as will clearly identify relevant time changes and costs.
- 11.2 The Supplier shall permit, and shall cause its Subcontractors and consultants to permit, the AFD and/or persons appointed by the AFD to inspect the Supplier's offices and all accounts and records relating to the performance of the Contract and the submission of the bid, and to have such accounts and records audited by auditors appointed by the AFD if requested by the AFD.
- 12. Scope of Supply**
- 12.1 The Goods and Related Services to be supplied shall be as specified in the Schedule of Requirements.
- 13. Delivery and Documents**
- 13.1 Subject to GCC Sub-Clause 33.1, the Delivery of the Goods and Completion of the Related Services shall be in accordance with the Delivery and Completion Schedule specified in the Schedule of Requirements. The details of shipping and other documents to be furnished by the Supplier are specified in the **SCC**.
- 14. Supplier's Responsibilities**
- 14.1 The Supplier shall supply all the Goods and Related Services included in the Scope of Supply in accordance with GCC Clause 12, and the Delivery and Completion Schedule, as per GCC Clause 13.
- 15. Contract Price**
- 15.1 Prices charged by the Supplier for the Goods supplied and the Related Services performed under the Contract shall not vary from the prices quoted by the Supplier in its bid, with the exception of any price adjustments authorized in the **SCC**.
- 16. Terms of Payment**
- 16.1 The Contract Price, including any Advance Payments, if applicable, shall be paid as specified in the **SCC**.
- 16.2 The Supplier's request for payment shall be made to the Purchaser in writing, accompanied by invoices describing, as appropriate, the Goods delivered and Related Services performed, and by the documents submitted pursuant to GCC Clause 13 and upon fulfillment of all other obligations stipulated in the Contract.
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- 16.3 Payments shall be made promptly by the Purchaser, but in no case later than sixty (60) days after submission of an invoice or request for payment by the Supplier, and after the Purchaser has accepted it.
- 16.4 The currencies in which payments shall be made to the Supplier under this Contract shall be those in which the bid price is expressed.
- 16.5 In the event that the Purchaser fails to pay the Supplier any payment by its due date or within the period set forth in the **SCC**, the Purchaser shall pay to the Supplier interest on the amount of such delayed payment at the rate shown in the **SCC**, for the period of delay until payment has been made in full, whether before or after judgment or arbitrage award.
- 17. Taxes and Duties**
- 17.1 For goods manufactured outside the Purchaser's Country, the Supplier shall be entirely responsible for all taxes, stamp duties, license fees, and other such levies imposed outside the Purchaser's Country.
- 17.2 For goods manufactured within the Purchaser's country, the Supplier shall be entirely responsible for all taxes, duties, license fees, etc., incurred until delivery of the contracted Goods to the Purchaser.
- 17.3 If any tax exemptions, reductions, allowances or privileges may be available to the Supplier in the Purchaser's Country as specified in the **SCC**, the Purchaser shall use its best efforts to enable the Supplier to benefit from any such tax savings to the maximum allowable extent.
- 18. Performance Security**
- 18.1 The Supplier shall, within twenty-eight (28) days of the notification of contract award, provide a performance security for the performance of the Contract in the amount specified in the **SCC**.
- 18.2 The proceeds of the Performance Security shall be payable to the Purchaser as compensation for any loss resulting from the Supplier's failure to complete its obligations under the Contract.
- 18.3 The Performance Security shall be denominated in the currency(ies) of the Contract, or in a freely convertible currency acceptable to the Purchaser; and shall be in one of the formats stipulated by the Purchaser in the **SCC**, or in another format acceptable to the Purchaser.
- 18.4 The Performance Security shall be discharged by the Purchaser and returned to the Supplier not later than twenty-eight (28) days
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following the date of Completion of the Supplier's performance obligations under the Contract, including any warranty obligations, unless specified otherwise in the **SCC**.

**19. Copyright**

19.1 The copyright in all drawings, documents, and other materials containing data and information furnished to the Purchaser by the Supplier herein shall remain vested in the Supplier, or, if they are furnished to the Purchaser directly or through the Supplier by any third party, including suppliers of materials, the copyright in such materials shall remain vested in such third party.

**20. Confidential Information**

20.1 The Purchaser and the Supplier shall keep confidential and shall not, without the written consent of the other party hereto, divulge to any third party any documents, data, or other information furnished directly or indirectly by the other party hereto in connection with the Contract, whether such information has been furnished prior to, during or following completion or termination of the Contract. Notwithstanding the above, the Supplier may furnish to its Subcontractor such documents, data, and other information it receives from the Purchaser to the extent required for the Subcontractor to perform its work under the Contract, in which event the Supplier shall obtain from such Subcontractor an undertaking of confidentiality similar to that imposed on the Supplier under GCC Clause 20.

20.2 The Purchaser shall not use such documents, data, and other information received from the Supplier for any purposes unrelated to the contract. Similarly, the Supplier shall not use such documents, data, and other information received from the Purchaser for any purpose other than the performance of the Contract.

20.3 The obligation of a party under GCC Sub-Clauses 20.1 and 20.2 above, however, shall not apply to information that:

- (a) The Purchaser or Supplier need to share with the AFD or other institutions participating in the financing of the Contract;
  - (b) Now or hereafter enters the public domain through no fault of that party;
  - (c) Can be proven to have been possessed by that party at the time of disclosure and which was not previously obtained, directly or indirectly, from the other party; or
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- (d) Otherwise lawfully becomes available to that party from a third party that has no obligation of confidentiality.

20.4 The above provisions of GCC Clause 20 shall not in any way modify any undertaking of confidentiality given by either of the parties hereto prior to the date of the Contract in respect of the Supply or any part thereof.

20.5 The provisions of GCC Clause 20 shall survive completion or termination, for whatever reason, of the Contract.

**21. Subcontracting**

21.1 The Supplier shall notify the Purchaser in writing of all subcontracts awarded under the Contract if not already specified in the bid. Such notification, in the original bid or later shall not relieve the Supplier from any of its obligations, duties, responsibilities, or liability under the Contract.

21.2 Subcontracts shall comply with the provisions of GCC Clauses 3 and 7.

**22. Specifications and Standards**

22.1 Technical Specifications and Drawings

- (a) The Goods and Related Services supplied under this Contract shall conform to the technical specifications and standards mentioned in Section VII, Schedule of Requirements and, when no applicable standard is mentioned, the standard shall be equivalent or superior to the official standards whose application is appropriate to the Goods' country of origin;
  - (b) The Supplier shall be entitled to disclaim responsibility for any design, data, drawing, specification or other document, or any modification thereof provided or designed by or on behalf of the Purchaser, by giving a notice of such disclaimer to the Purchaser;
  - (c) Wherever references are made in the Contract to codes and standards in accordance with which it shall be executed, the edition or the revised version of such codes and standards shall be those specified in the Schedule of Requirements. During Contract execution, any changes in any such codes and standards shall be applied only after approval by the Purchaser and shall be treated in accordance with GCC Clause 33.
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| <b>23. Packing and Documents</b> | <p>23.1 The Supplier shall provide such packing of the Goods as is required to prevent their damage or deterioration during transit to their named place of destination, as indicated in the Contract. During transit, the packing shall be sufficient to withstand, without limitation, rough handling and exposure to extreme temperatures, salt and precipitation, and open storage. Packing case size and weights shall take into consideration, where appropriate, the remoteness of the goods' named place of destination and the absence of heavy handling facilities at all points in transit.</p> <p>23.2 The packing, marking, and documentation within and outside the packages shall comply strictly with such special requirements as shall be expressly provided for in the Contract, including additional requirements, if any, specified in the <b>SCC</b>, and in any other instructions ordered by the Purchaser.</p>            |
| <b>24. Insurance</b>             | <p>24.1 Unless otherwise specified in the <b>SCC</b>, the Goods supplied under the Contract shall be fully insured—in a freely convertible currency from an eligible country—against loss or damage incidental to manufacture or acquisition, transportation, storage, and delivery, in accordance with the applicable Incoterms or in the manner specified in the <b>SCC</b>.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| <b>25. Transportation</b>        | <p>25.1 Unless otherwise specified in the <b>SCC</b>, responsibility for arranging transportation of the Goods shall be in accordance with the specified Incoterms.</p> <p>25.2 The Supplier may be required to provide any or all of the following services, including additional services, if any, specified in SCC:</p> <ul style="list-style-type: none"><li>(a) Performance or supervision of on-site assembly and/or start-up of the supplied Goods;</li><li>(b) Furnishing of tools required for assembly and/or maintenance of the supplied Goods;</li><li>(c) Furnishing of a detailed operations and maintenance manual for each appropriate unit of the supplied Goods;</li><li>(d) Performance or supervision or maintenance and/or repair of the supplied Goods, for a period of time agreed by the parties, provided that this service shall not relieve the Supplier of any warranty obligations under this Contract; and</li></ul> |
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- (e) Training of the Purchaser's personnel, at the Supplier's plant and/or on-site, in assembly, start-up, operation, maintenance, and/or repair of the supplied Goods.
  - 25.3 Prices charged by the Supplier for incidental services, if not included in the Contract Price for the Goods, shall be agreed upon in advance by the parties and shall not exceed the prevailing rates charged to other parties by the Supplier for similar services.
  - 26. Inspections and Tests**
    - 26.1 The Supplier shall at its own expense and at no cost to the Purchaser carry out all such tests and/or inspections of the Goods and Related Services as are specified in the **SCC**.
    - 26.2 The inspections and tests may be conducted on the premises of the Supplier or its Subcontractor, and/or at the Goods' named place of destination, or in another place in the Purchaser's Country as specified in the **SCC**. Subject to GCC Sub-Clause 26.3, if conducted on the premises of the Supplier or its Subcontractor, all reasonable facilities and assistance, including access to drawings and production data, shall be furnished to the inspectors at no charge to the Purchaser.
    - 26.3 The Purchaser or its designated representative shall be entitled to attend the tests and/or inspections referred to in GCC Sub-Clause 26.2, provided that the Purchaser bear all of its own costs and expenses incurred in connection with such attendance including, but not limited to, all traveling and board and lodging expenses.
    - 26.4 Whenever the Supplier is ready to carry out any such test and inspection, it shall give a reasonable advance notice, including the place and time, to the Purchaser. The Supplier shall obtain from any relevant third party or manufacturer any necessary permission or consent to enable the Purchaser or its designated representative to attend the test and/or inspection.
    - 26.5 The Purchaser may require the Supplier to carry out any test and/or inspection not required by the Contract but deemed necessary to verify that the characteristics and performance of the Goods comply with the technical specifications, codes and standards under the Contract, provided that the Supplier's reasonable costs and expenses incurred in the carrying out of such test and/or inspection shall be added to the Contract Price. Further, if such test and/or inspection impedes the progress of manufacturing and/or the Supplier's performance of its other obligations under the Contract, due
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allowance will be made in respect of the Delivery Dates and Completion Dates and the other obligations so affected.

- 26.6 The Supplier shall provide the Purchaser with a report of the results of any such test and/or inspection.
- 26.7 The Purchaser may reject any Goods or any part thereof that fail to pass any test and/or inspection or do not conform to the specifications. The Supplier shall either rectify or replace such rejected Goods or parts thereof or make alterations necessary to meet the specifications at no cost to the Purchaser, and shall repeat the test and/or inspection, at no cost to the Purchaser, upon giving a notice pursuant to GCC Sub-Clause 26.4.
- 26.8 The Supplier agrees that neither the execution of a test and/or inspection of the Goods or any part thereof, nor the attendance by the Purchaser or its representative, nor the issue of any report pursuant to GCC Sub-Clause 26.6, shall release the Supplier from any warranties or other obligations under the Contract.

**27. Liquidated Damages**

- 27.1 Except as provided under GCC Clause 32, if the Supplier fails to deliver any or all of the Goods by the Date(s) of delivery or perform the Related Services within the period specified in the Contract, the Purchaser may without prejudice to all its other remedies under the Contract, deduct from the Contract Price, as liquidated damages, a sum equivalent to the percentage specified in the **SCC** of the delivered price of the delayed Goods or unperformed Services for each week or part thereof of delay until actual delivery or performance, up to a maximum deduction of the percentage specified in those **SCC**. Once the maximum is reached, the Purchaser may terminate the Contract pursuant to GCC Clause 35.

**28. Warranty**

- 28.1 The Supplier warrants that all the Goods are new, unused, and of the most recent or current models, and that they incorporate all recent improvements in design and materials, unless provided otherwise in the Contract.
- 28.2 Subject to GCC Sub-Clause 22.1(b), the Supplier further warrants that the Goods shall be free from defects arising from any act or omission of the Supplier or arising from design, materials, and workmanship, under normal use in the conditions prevailing in the country of named place of destination.
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- 28.3 Unless otherwise specified in the **SCC**, the warranty shall remain valid for twelve (12) months after the Goods, or any portion thereof as the case may be, have been delivered to and accepted at the named place of destination indicated in the **SCC**, or for eighteen (18) months after the date of shipment from the port or place of loading in the country of origin, whichever period concludes earlier.
- 28.4 The Purchaser shall give notice to the Supplier stating the nature of any such defects together with all available evidence thereof, promptly following the discovery thereof. The Purchaser shall afford all reasonable opportunity for the Supplier to inspect such defects.
- 28.5 Upon receipt of such notice, the Supplier shall, within the period specified in the **SCC**, expeditiously repair or replace the defective Goods or parts thereof, at no cost to the Purchaser.
- 28.6 If having been notified, the Supplier fails to remedy the defect within the period specified in the **SCC**, the Purchaser may proceed to take within a reasonable period such remedial action as may be necessary, at the Supplier's risk and expense and without prejudice to any other rights which the Purchaser may have against the Supplier under the Contract.

**29. Patent Indemnity**

- 29.1 The Supplier shall, subject to the Purchaser's compliance with GCC Sub-Clause 29.2, indemnify and hold harmless the Purchaser and its employees and officers from and against any and all suits, actions or administrative proceedings, claims, demands, losses, damages, costs, and expenses of any nature, including attorney's fees and expenses, which the Purchaser may suffer as a result of any infringement or alleged infringement of any patent, utility model, registered design, trademark, copyright, or other intellectual property right registered or otherwise existing at the date of the Contract by reason of:
- (a) The installation of the Goods by the Supplier or the use of the Goods in the country where the Site is located; and
  - (b) The sale in any country of the products produced by the Goods.

Such indemnity shall not cover any use of the Goods or any part thereof other than for the purpose indicated by or to be reasonably inferred from the Contract, neither any infringement resulting from the use of the Goods or any part thereof, or any products produced thereby in association or combination with any other equipment,

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plant, or materials not supplied by the Supplier, pursuant to the Contract.

- 29.2 If any proceedings are brought or any claim is made against the Purchaser arising out of the matters referred to in GCC Sub-Clause 29.1, the Purchaser shall promptly give the Supplier a notice thereof, and the Supplier may at its own expense and in the Purchaser's name conduct such proceedings or claim and any negotiations for the settlement of any such proceedings or claim.
- 29.3 If the Supplier fails to notify the Purchaser within twenty-eight (28) days after receipt of such notice that it intends to conduct any such proceedings or claim, then the Purchaser shall be free to conduct the same on its own behalf.
- 29.4 The Purchaser shall, at the Supplier's request, afford all available assistance to the Supplier in conducting such proceedings or claim, and shall be reimbursed by the Supplier for all reasonable expenses incurred in so doing.
- 29.5 The Purchaser shall indemnify and hold harmless the Supplier and its employees, officers, and Subcontractors from and against any and all suits, actions or administrative proceedings, claims, demands, losses, damages, costs, and expenses of any nature, including attorney's fees and expenses, which the Supplier may suffer as a result of any infringement or alleged infringement of any patent, utility model, registered design, trademark, copyright, or other intellectual property right registered or otherwise existing at the date of the Contract arising out of or in connection with any design, data, drawing, specification, or other documents or materials provided or designed by or on behalf of the Purchaser.

**30. Limitation  
Liability**

- of 30.1 Except in cases of criminal negligence or willful misconduct,
- (a) The Supplier shall not be liable to the Purchaser, whether in contract, tort, or otherwise, for any indirect or consequential loss or damage, loss of use, loss of production, or loss of profits or interest costs, provided that this exclusion shall not apply to any obligation of the Supplier to pay liquidated damages to the Purchaser; and
- (b) The aggregate liability of the Supplier to the Purchaser, whether under the Contract, in tort or otherwise, shall not exceed the total Contract Price, provided that this limitation shall not apply
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to the cost of repairing or replacing defective equipment, or to any obligation of the supplier to indemnify the purchaser with respect to patent infringement

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| <p><b>31. Change in Laws and Regulations</b></p>        | <p>31.1 Unless otherwise specified in the Contract, if after the date of 28 days prior to date of Bid submission, any law, regulation, ordinance, order or bylaw having the force of law is enacted, promulgated, abrogated, or changed in the place of the Purchaser's country where the Site is located (which shall be deemed to include any change in interpretation or application by the competent authorities) that subsequently affects the Delivery Date and/or the Contract Price, then such Delivery Date and/or Contract Price shall be correspondingly increased or decreased, to the extent that the Supplier has thereby been affected in the performance of any of its obligations under the Contract. Notwithstanding the foregoing, such additional or reduced cost shall not be separately paid or credited if the same has already been accounted for in the price adjustment provisions where applicable, in accordance with GCC Clause 15.</p>                                                                                                                                                                                                                           |
| <p><b>32. Force Majeure</b></p>                         | <p>32.1 The Supplier shall not be liable for forfeiture of its Performance Security, liquidated damages, or termination for default if and to the extent that its delay in performance or other failure to perform its obligations under the Contract is the result of an event of Force Majeure.</p> <p>32.2 For purposes of this Clause, "Force Majeure" means an event or situation beyond the control of the Supplier that is not foreseeable, is unavoidable, and its origin is not due to negligence or lack of care on the part of the Supplier. Such events may include, but not be limited to, acts of the Purchaser in its sovereign capacity, wars or revolutions, fires, floods, epidemics, quarantine restrictions, and freight embargoes.</p> <p>32.3 If a Force Majeure situation arises, the Supplier shall promptly notify the Purchaser in writing of such condition and the cause thereof. Unless otherwise directed by the Purchaser in writing, the Supplier shall continue to perform its obligations under the Contract as far as is reasonably practical and shall seek all reasonable alternative means for performance not prevented by the Force Majeure event.</p> |
| <p><b>33. Change Orders and Contract Amendments</b></p> | <p>33.1 The Purchaser may at any time order the Supplier through notice in accordance GCC Clause 8, to make changes within the general scope of the Contract in any one or more of the following:</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |

- (a) Drawings, designs, or specifications, where Goods to be furnished under the Contract are to be specifically manufactured for the Purchaser;
- (b) The method of shipment or packing;
- (c) The place of delivery; and
- (d) The Related Services to be provided by the Supplier.

33.2 If any such change causes an increase or decrease in the cost of, or the time required for, the Supplier's performance of any provisions under the Contract, an equitable adjustment shall be made in the Contract Price or in the Delivery/Completion Schedule, or both, and the Contract shall accordingly be amended. Any claims by the Supplier for adjustment under this Clause must be asserted within twenty-eight (28) days from the date of the Supplier's receipt of the Purchaser's change order.

33.3 Prices to be charged by the Supplier for any Related Services that might be needed but which were not included in the Contract shall be agreed upon in advance by the parties and shall not exceed the prevailing rates charged to other parties by the Supplier for similar services.

33.4 Subject to the above, no variation in or modification of the terms of the Contract shall be made except by written amendment signed by the parties.

#### **34. Extensions of Time**

34.1 If at any time during performance of the Contract, the Supplier or its subcontractors should encounter conditions impeding timely delivery of the Goods or completion of Related Services pursuant to GCC Clause 13, the Supplier shall promptly notify the Purchaser in writing of the delay, its likely duration, and its cause. As soon as practicable after receipt of the Supplier's notice, the Purchaser shall evaluate the situation and may at its discretion extend the Supplier's time for performance, in which case the extension shall be ratified by the parties by amendment of the Contract.

34.2 Except in case of Force Majeure, as provided under GCC Clause 32, a delay by the Supplier in the performance of its Delivery and Completion obligations shall render the Supplier liable to the imposition of liquidated damages pursuant to GCC Clause 27, unless

an extension of time is agreed upon, pursuant to GCC Sub-Clause 34.1.

### **35. Termination**

#### **35.1 Termination for Default**

- (a) The Purchaser, without prejudice to any other remedy for breach of Contract, by written notice of default sent to the Supplier, may terminate the Contract in whole or in part:
  - (i) If the Supplier fails to deliver any or all of the Goods within the period specified in the Contract, or within any extension thereof granted by the Purchaser pursuant to GCC Clause 34;
  - (ii) If the Supplier fails to perform any other obligation under the Contract; or
  - (iii) If the Supplier, in the judgment of the Purchaser has engaged in fraud and corruption, as defined in GCC Clause 3, in competing for or in executing the Contract.
- (b) In the event the Purchaser terminates the Contract in whole or in part, pursuant to GCC Clause 35.1(a), the Purchaser may procure, upon such terms and in such manner as it deems appropriate, Goods or Related Services similar to those undelivered or not performed, and the Supplier shall be liable to the Purchaser for any additional costs for such similar Goods or Related Services. However, the Supplier shall continue performance of the Contract to the extent not terminated.

#### **35.2 Termination for Insolvency**

- (a) The Purchaser may at any time terminate the Contract by giving notice to the Supplier if the Supplier becomes bankrupt or otherwise insolvent. In such event, termination will be without compensation to the Supplier, provided that such termination will not prejudice or affect any right of action or remedy that has accrued or will accrue thereafter to the Purchaser.

#### **35.3 Termination for Convenience**

- (a) The Purchaser, by notice sent to the Supplier, may terminate the Contract, in whole or in part, at any time for its convenience. The notice of termination shall specify that
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termination is for the Purchaser's convenience, the extent to which performance of the Supplier under the Contract is terminated, and the date upon which such termination becomes effective;

- (b) The Goods that are complete and ready for shipment within twenty-eight (28) days after the Supplier's receipt of notice of termination shall be accepted by the Purchaser at the Contract terms and prices. For the remaining Goods, the Purchaser may elect:
  - (i) To have any portion completed and delivered at the Contract terms and prices; and/or
  - (ii) To cancel the remainder and pay to the Supplier an agreed amount for partially completed Goods and Related Services and for materials and parts previously procured by the Supplier.

- 36. Assignment**
    - 36.1 Neither the Purchaser nor the Supplier shall assign, in whole or in part, their obligations under this Contract, except with prior written consent of the other party.
  - 37. Export Restriction**
    - 37.1 Notwithstanding any obligation under the Contract to complete all export formalities, any export restrictions attributable to the Purchaser, to the country of the Purchaser, or to the use of the products/goods, systems or services to be supplied, which arise from trade regulations from a country supplying those products/goods, systems or services, and which substantially impede the Supplier from meeting its obligations under the Contract, shall release the Supplier from the obligation to provide deliveries or services, always provided, however, that the Supplier can demonstrate to the satisfaction of the Purchaser and of the AFD that it has completed all formalities in a timely manner, including applying for permits, authorizations and licenses necessary for the export of the products/goods, systems or services under the terms of the Contract. Termination of the Contract on this basis shall be for the Purchaser's convenience pursuant to Sub-Clause 35.3.
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### Section IX. Special Conditions of Contract

The following Special Conditions of Contract (SCC) shall supplement and / or amend the General Conditions of Contract (GCC). Whenever there is a conflict, the provisions herein shall prevail over those in the GCC.

*[The Purchaser shall select insert the appropriate wording using the samples below or other acceptable wording, and delete the text in italics]*

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| <b>GCC 1.1(i)</b>  | The Purchaser's country is: Ethiopia                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| <b>GCC 1.1(j)</b>  | The Purchaser is: TradeMark Africa]                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| <b>GCC 1.1 (o)</b> | The Project Site(s)/Named Place of Destination(s) is/are: Kaliti Dry Port, Addis Ababa                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| <b>GCC 4.2</b>     | <p>The meaning of the trade terms shall be as prescribed by Incoterms.</p> <p>The version edition of Incoterms shall be Incoterms 2010.</p> <p>However, the definition of the place and date associated with "delivery" is modified as follows:</p> <ul style="list-style-type: none"> <li>(a) Under "CIP" Incoterms defines "delivery" as the place and date where risk transfers from the seller to the buyer.</li> <li>(b) In these Bidding Documents, when using "CIP" and not referring to the transfer of risk, the term "delivery" shall be interpreted as the date and place where the Goods and Related Services arrive at the named place of destination, and this date shall be reflected in the Delivery and Completion Schedule.</li> </ul> |
| <b>GCC 5.1</b>     | The governing and communication language shall be English                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| <b>GCC 7.1</b>     | Goods and services from countries under embargo from France, the European Union or the United Nations are not eligible.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |

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| <b>GCC 8.1</b>  | <p>For <u>notices</u>, the Purchaser's address shall be:</p> <p>Attention: <b>Mr. Joe Namwaya, Head of Procurement</b></p> <p>Street: <b>Elili International Hotel Building</b></p> <p>Floor /Office Number: <b>19th Floor, Kazanchis Business District, Guinea Conakry Street, Kirkos Sub-City, woreda 17/18,</b></p> <p>City: <b>Addis Ababa</b></p> <p>Country: <b>Ethiopia</b></p> <p>Telephone: <b>+254731884428</b></p> <p>Electronic mail address: <u><a href="mailto:procurement@trademarkafrica.com">procurement@trademarkafrica.com</a></u></p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| <b>GCC 9.1</b>  | The governing law shall be the law of Ethiopia                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| <b>GCC 10.2</b> | <p>The rules of procedure for arbitration proceedings pursuant to GCC Clause 10.2 shall be as follows:</p> <p><i>"Clause 10.2 (a) shall be retained in the case of a Contract with a foreign Supplier and clause 10.2 (b) shall be retained in the case of a Contract with a national of the Purchaser's country."</i></p> <p><b>(a) Contract with foreign Supplier:</b></p> <p><b><i>If the Purchaser chooses the UNCITRAL Arbitration Rules, the following sample clause should be inserted:</i></b></p> <p>GCC 10.2—Any dispute, controversy or claim arising out of or relating to this Contract, or breach, termination or invalidity thereof, shall be settled by arbitration in accordance with the UNCITRAL Arbitration Rules as at present in force.</p> <p><b><i>If the Purchaser chooses the Rules of ICC, the following sample clause should be inserted:</i></b></p> <p>GCC 10.2—All disputes arising in connection with the present Contract shall be finally settled under the Rules of Conciliation and Arbitration of the International Chamber of Commerce by one or more arbitrators appointed in accordance with said Rules.</p> <p><b>(b) Contracts with Supplier national of the Purchaser's country:</b></p> <p>In the case of a dispute between the Purchaser and a Supplier who is a national of the Purchaser's country, the dispute shall be referred to adjudication or arbitration in accordance with the laws of Ethiopia</p> |
| <b>GCC 13.1</b> | <b>For Goods supplied from abroad:</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |



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|  | <p>Upon shipment, the Supplier shall notify the Purchaser and the Insurance Company by cable or by electronic way previously agreed between parties the full details of the shipment, including Contract number, description of Goods, quantity, the mode of transport, the bill of lading number and date, place of loading, date of shipment, place of discharge, etc. The Supplier shall mail the following documents to the Purchaser, with a copy to the Insurance Company:</p> <ul style="list-style-type: none"> <li>(i) Copies of the Supplier's invoice showing Goods' description, quantity, unit price, and total amount;</li> <li>(ii) Original and two (2) copies of the negotiable, clean, on-board bill of lading marked "freight prepaid" and two (2) copies of nonnegotiable bill of lading;</li> <li>(iii) Copies of the packing list identifying contents of each package;</li> <li>(iv) Insurance certificate;</li> <li>(v) Manufacturer's or Supplier's warranty certificate;</li> <li>(vi) Inspection certificate, issued by the nominated inspection agency, and the Supplier's factory inspection report; and</li> <li>(vii) Certificate of origin.</li> </ul> <p>The above documents shall be received by the Purchaser at least one week before arrival of the Goods at the place of arrival and, if not received, the Supplier will be responsible for any consequent expenses.</p> <p><b>For Goods from within the Purchaser's country:</b></p> <p>Upon delivery of the Goods to the transporter, the Supplier shall notify the Purchaser and mail the following documents to the Purchaser:</p> <ul style="list-style-type: none"> <li>(i) copies of the Supplier's invoice showing Goods' description, quantity, unit price, and total amount;</li> <li>(ii) delivery note, railway receipt, or truck receipt;</li> <li>(iii) Manufacturer's or Supplier's warranty certificate;</li> <li>(iv) inspection certificate issued by the nominated inspection agency, and the Supplier's factory inspection report; and</li> <li>(v) certificate of origin.</li> </ul> <p>The above documents shall be received by the Purchaser before arrival of the Goods and, if not received, the Supplier will be responsible for any consequent expenses.</p> |
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| <b>GCC 15.1</b> | The prices charged for the Goods supplied and the related Services performed <i>shall not</i> be adjustable.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| <b>GCC 16.1</b> | <p>GCC 16.1—The method and conditions of payment to be made to the Supplier under this Contract shall be as follows:</p> <p><b>Payment for Goods supplied from abroad:</b></p> <p>Payment of foreign currency portion shall be made in USD dollars in the following manner:</p> <ul style="list-style-type: none"> <li>(i) <b>Advance Payment:</b> Ten (10) percent of the Contract Price shall be paid within thirty (30) days of signing of the Contract, and upon submission of claim and a bank guarantee for equivalent amount valid until the Goods are delivered and in the form provided in the bidding documents or another form acceptable to the Purchaser;</li> <li>(ii) <b>On Shipment:</b> Forty(40) percent of the Contract Price of the Goods shipped shall be paid [through irrevocable confirmed letter of credit opened in favor of the Supplier in a bank in its country], upon submission of documents specified in GCC Clause 13;</li> <li>(iii) <b>On Acceptance:</b> Fifty (50) percent of the Contract Price of Goods received shall be paid within thirty (30) days of receipt of the Goods upon submission of claim supported by the acceptance certificate issued by the Purchaser.</li> </ul> <p><b>Payment for Goods and Services supplied from within the Purchaser's country:</b></p> <p>Payment for Goods and Services supplied from within the Purchaser's country shall be made in USD as follows:</p> <ul style="list-style-type: none"> <li>(i) <b>Advance Payment:</b> Ten (10) percent of the Contract Price shall be paid within thirty (30) days of signing of the Contract against the submission and approval of a swift bank guarantee of an equivalent amount from a reputable bank.</li> <li>(ii) <b>On Delivery:</b> Forty (40) percent of the Contract Price shall be paid on receipt of the Goods and upon submission of the documents specified in GCC Clause 13;</li> <li>(iii) <b>On Acceptance:</b> The remaining Fifty (50) percent of the Contract Price shall be paid to the Supplier within thirty (30) days after the date of the acceptance certificate for the respective delivery issued by the Purchaser.</li> </ul> |
| <b>GCC 16.1</b> | Payment to the Supplier of the amounts due in each currency shall be made into the following bank accounts:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |

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|                 | <i>[insert bank account details at the time of contract signing]</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| <b>GCC 16.5</b> | <p>The payment-delay period after which the Purchaser shall pay interest to the supplier shall be 60 days.</p> <p>The interest rate for payments in foreign currency that shall be applied is 1% of the contract sum.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| <b>GCC 17.3</b> | The following taxes, duties and fees exemptions apply to the Contract: customs duties on imported goods only                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| <b>GCC 18.1</b> | The amount of the Performance Security shall be: 10% of the contract price                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| <b>GCC 18.3</b> | <p>The Performance Security shall be in the form of a Bank Guarantee</p> <p>The Performance security shall be denominated in the currencies of payment of the Contract, in accordance with their portions of the Contract Price.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| <b>GCC 18.4</b> | Discharge of the Performance Security shall take place: Not later than twenty-eight (28) days following the date of issuance of the final acceptance certificate by the Purchaser confirming that all Goods have been delivered, installed, commissioned, and training completed as per the Contract requirements, and the expiration of the warranty period specified in GCC 28.3, provided no claims are pending against the Supplier                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
| <b>GCC 23.2</b> | <p>The packing, marking and documentation within and outside the packages shall be:</p> <ol style="list-style-type: none"> <li>1. Copies of the Supplier's invoice showing Goods' description, quantity, unit price, and total amount.</li> <li>2. Original and <u>2</u> copies of the negotiable, clean, on-board bill of lading marked "freight prepaid" and <u>2</u> copies of nonnegotiable bill of lading.</li> <li>3. Copies of the packing list identifying contents of each package.</li> <li>4. Insurance certificate.</li> <li>5. Manufacturers or Supplier's warranty certificate.</li> <li>6. Inspection certificate, issued by the nominated inspection agency, and the Supplier's factory inspection report; and</li> <li>7. Certificate of origin.</li> </ol> <p>• <i>Legal or customs documents needed for shipping including customs declarations, import/export permits.</i></p> |
| <b>GCC 24.1</b> | The insurance coverage shall be as specified in the Incoterms.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |

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| <b>GCC 25.1</b>              | Responsibility for transportation of the Goods shall be as specified in the Incoterms.                                                                                                                                                                         |
| <b>GCC 25.2</b>              | Incidental services to be provided are: Installation, commissioning, training of Purchaser's personnel on-site at Kality Dry Port, Addis Ababa, Ethiopia , manufacturer's site and after-sales services as specified in Section VII - Schedule of Requirements |
| <b>GCC 26.1</b>              | The inspections and tests shall be: <i>as specified in Section VII - Schedule of Requirements</i> "]                                                                                                                                                           |
| <b>GCC 26.2</b>              | Final Inspections and tests shall be conducted at Kality <i>dry port</i> , Addis Ababa, Ethiopia and at manufacturer's site.                                                                                                                                   |
| <b>GCC 27.1</b>              | The liquidated damage shall be: <i>0.5% per week</i>                                                                                                                                                                                                           |
| <b>GCC 27.1</b>              | The maximum amount of liquidated damages shall be: <i>10%</i>                                                                                                                                                                                                  |
| <b>GCC 28.3</b>              | The period of validity of the Warranty shall be: <i>1 years</i><br><br>For purposes of the Warranty, the named place(s) of destination(s) shall be: Kality Dry Port, Addis Ababa, Ethiopia                                                                     |
| <b>GCC 28.5 and GCC 28.6</b> | The period for repair or replacement shall be: 30 days.                                                                                                                                                                                                        |

## **Appendix 1 to Special Conditions of Contract:**

### **Prohibited Practices Policy and environmental and social responsibility**

#### **1. Prohibited Practices**

The Contracting Authority and the suppliers, contractors, subcontractors, consultants or subconsultants shall respect the highest ethical principles during the procurement and performance of Contracts. The Contracting Authority means the Purchaser, the Employer, the Client, as the case may be, for the procurement of goods, works, plants, consulting services or non-consulting services.

For the purpose of this provision, AFD introduces the concept of Prohibited Practices, referring to acts as defined in the “General Policy to Prevent and Combat Prohibited Practices”<sup>10</sup> available on the AFD website and in the document titled “Procurement Guidelines for AFD-Financed Contracts in Foreign Countries”<sup>11</sup>.

By signing the Statement of Integrity the suppliers, contractors, subcontractors, consultants or subconsultants declare that they have not engaged, nor will they engage, in any Prohibited Practices during the procurement and execution of the Contract.

A Person<sup>12</sup> or any of its subcontractors, Directors<sup>13</sup>, employees or agents (be it declared or not), may not be awarded an AFD-financed Contract if on the date of submission of its Application, Bid, Proposal or Quotation, or at any time between this date and that of the corresponding Contract award, it has engaged in a Prohibited Practice, directly or by means of an agent (be it declared or not), for the purpose of being awarded this Contract.

Moreover, AFD requires including in the procurement documents and AFD-financed contracts a provision requiring that applicants, bidders, suppliers, contractors, subcontractors, consultants or subconsultants will permit AFD to investigate, including the inspection of their accounts and records relating to the procurement process and performance of the AFD-financed contract, and to have them audited by auditors appointed by AFD.

For the purpose of detecting and effectively combating Prohibited Practices, AFD has established a whistleblowing mechanism open to third parties: anyone can thereby directly report an allegation of a Prohibited Practice to AFD’s Investigations Function, either:

- By e-mail, to the address [investigationsGroupeAFD@tutanota.com](mailto:investigationsGroupeAFD@tutanota.com), or
- By sending a letter to AFD’s Compliance Department, 5 rue Roland Barthes, 75012 Paris.

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<sup>10</sup> For more information, this Policy is available on the following link : <https://www.afd.fr/en/combating-corruption>

<sup>11</sup> For more information, the Procurement Guidelines are available on the following link : <https://www.afd.fr/en/bid-invitations-and-procurement>

<sup>12</sup> Means any natural or legal person, as well as any association or group of several such persons.

<sup>13</sup> Means any natural person who is a member of the administrative, management or supervisory bodies of a legal entity, or who is vested with powers of representation, decision-making, or control over a legal entity.

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## **2. Environmental, Social, Health and Safety (ESHS) Responsibility, and Security**

In order to promote sustainable development, AFD seeks to ensure that internationally recognized ESHS standards are complied with in the Contracts it finances. Consequently, the applicants, bidders, consultants and their subcontractors shall undertake, by signing the Statement of Integrity, to:

- a) Comply with the environmental standards recognized by the international community, including the international conventions for the protection of the environment and, in particular, take all reasonable steps to avoid or limit negative effects on vegetation, biodiversity, soils, groundwater and surface water, and on persons and property resulting from pollution, noise, vibration, traffic and other effects resulting from our activities, in accordance with the laws and regulations applicable in the country of performance of the Contract.
  - b) Implement measures to mitigate environmental and social risks when they are indicated in the environmental and social management plan provided by the Contracting Authority, and ensure that the emissions, surface discharge and effluents produced by our activities respect the limits, specifications or requirements applicable to the Contract.
  - c) Respect the rights of workers related to wages, working hours, rest periods and vacations, overtime, minimum age, regular payments, compensation and benefits, in accordance with the standards recognized by the international community, including the fundamental conventions of the International Labour Organization (ILO), in accordance with the laws and regulations applicable in the country of performance of the Contract; indicate these elements in a document annexed to the employment contracts of our employees and made available to the Contracting Authority; and respect and facilitate the rights of workers to organize themselves and set up a complaints management mechanism for direct or indirect workers.
  - d) Implement practices for non-discrimination and equal opportunities and ensure the prohibition of child labor and forced labor.
  - e) Keep a record for each member of the local staff recording the hours worked by each person, the type of work, the wages paid and the training undertaken, and ensure that these records are available at all times to be inspected by the Contracting Authority and the authorized representatives of the government, in accordance with the laws and regulations applicable to the protection of personal data in the country of performance of the Contract.
-

**Attachment: Price Adjustment Formula**

If in accordance with GCC 15.1, prices shall be adjustable, the following method shall be used to calculate the price adjustment:

- 15.1 Prices payable to the Supplier, as stated in the Contract, shall be subject to adjustment during performance of the Contract to reflect changes in the cost of labor and material components in accordance with the formula:

$$P_1 = P_0 [a + bL_1 + cM_1] - P_0$$

$$L_0 \quad M_0$$

$$a+b+c = 1$$

in which:

- $P_1$  = adjustment amount payable to the Supplier;
- $P_0$  = Contract Price (base price);
- $a$  = fixed element representing profits and overheads included in the Contract Price and generally in the range of five (5) to fifteen (15) percent;
- $b$  = estimated percentage of labor component in the Contract Price;
- $c$  = estimated percentage of material component in the Contract Price;
- $L_0, L_1$  = labor indices applicable to the appropriate industry in the country of origin on the base date and date for adjustment, respectively;
- $M_0, M_1$  = material indices for the major raw material on the base date and date for adjustment, respectively, in the country of origin.

The coefficients  $a$ ,  $b$ , and  $c$  as specified by the Purchaser are as follows:

$a = [insert\ value\ of\ coefficient]$

$b = [insert\ value\ of\ coefficient]$

$c = [insert\ value\ of\ coefficient]$

The Bidder shall indicate the source of the indices and the base date indices in its bid.

Base date = thirty (30) days prior to the deadline for submission of the bids.

Date of adjustment =  $[insert\ number\ of\ weeks]$  weeks prior to date of shipment (representing the mid-point of the period of manufacture).

The above price adjustment formula shall be invoked by either party subject to the following further conditions:

- (a) No price adjustment shall be allowed beyond the original delivery dates unless specifically stated in the extension letter. As a rule, no price adjustment shall be allowed for periods of delay for which the Supplier is entirely responsible. The Purchaser will, however, be entitled to any decrease in the prices of the Goods and Services subject to adjustment;
  - (b) If the currency in which the Contract Price  $P_0$  is expressed is different from the currency of origin of the labor and material indices, a correction factor will be applied to avoid incorrect adjustments of the Contract Price. The correction factor shall correspond to the ratio of exchange rates between the two currencies on the base date and the date for adjustment as defined above;
  - (c) No price adjustment shall be payable on the portion of the Contract Price paid to the Supplier as advance payment.
-



**Section X. Contract Forms**

This Section contains forms which, once completed, will form part of the Contract. The forms for Performance Security and Advance Payment Security, when required, shall only be completed by the successful Bidder after contract award.

**Table of Forms**

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**Advance Payment Security .....139**

**Letter of Acceptance**

*[letterhead paper of the Purchaser]*

*[date]*

To: *[name and address of the Supplier]*

Subject: **Notification of Award Contract No.** \_\_\_\_\_

This is to notify you that your Bid dated \_\_\_\_\_ *[insert date]* for execution of the  
\_\_\_\_\_ *[insert name of the contract and identification number,*  
*as given in the SCC]* for the Contract Price of  
\_\_\_\_\_ *[insert amount in*  
*numbers and words and name of currency]*, as corrected and modified in accordance with the  
Instructions to Bidders is hereby accepted by our institution.

You are requested to furnish the Performance Security within 28 days in accordance with the Conditions  
of Contract, using for that purpose the Performance Security Form included in Section X, Contract Forms,  
of the Bidding Documents.

Authorized Signature: \_\_\_\_\_

Name and Title of Signatory: \_\_\_\_\_

Name of Institution: \_\_\_\_\_

**Attachment: Contract Agreement**

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### Contract Agreement

THIS AGREEMENT made

the [ *insert number* ] day of [ *insert: month* ], [ *insert: year* ].

BETWEEN

- (1) [ *insert complete name of Purchaser* ], a [ *insert description of type of legal entity, for example, an agency of the Ministry of .... of the State of {insert name of Country of Purchaser }, or corporation incorporated under the laws of { insert name of Country of Purchaser }* ] and having its principal place of business at [ *insert address of Purchaser* ] (hereinafter called “the Purchaser”), and
- (2) [ *insert name of Supplier* ], a corporation incorporated under the laws of [ *insert: country of Supplier* ] and having its principal place of business at [ *insert: address of Supplier* ] (hereinafter called “the Supplier”).

WHEREAS the Purchaser invited bids for certain Goods and ancillary services, viz., **Four units of Reachstaker container handling machineries for the Ethiopian shipping and logistics (ESL)** and has accepted a Bid by the Supplier for the supply of those Goods and Services in the sum of [ *insert Contract Price in words and figures, expressed in the Contract currency (ies)* ] (hereinafter called “the Contract Price”).

NOW THIS AGREEMENT WITNESSETH AS FOLLOWS:

1. In this Agreement words and expressions shall have the same meanings as are respectively assigned to them in the Contract documents referred to.
  2. The following documents shall be deemed to form and be read and construed as part of this Agreement. This Agreement shall prevail over all other contract documents.
    - (a) The Letter of Acceptance;
    - (b) The Bid Submission Form and Appendix to Bid Submission Form (including the signed Statement of Integrity);
    - (c) The Addenda Nos. \_\_\_\_\_ (if any);
    - (d) Special Conditions of Contract;
    - (e) General Conditions of Contract;
    - (f) The Specification (including Schedule of Requirements and Technical Specifications);
-

- (g) The completed Bidding Forms (including Price Schedules);
  - (h) Any other document listed in GCC as forming part of the Contract.
3. In the event of any discrepancy or inconsistency within the Contract documents, then the documents shall prevail in the order listed above.
  4. In consideration of the payments to be made by the Purchaser to the Supplier as specified in this Agreement, the Supplier hereby covenants with the Purchaser to provide the Goods and Services and to remedy defects therein in conformity in all respects with the provisions of the Contract.
  5. The Purchaser hereby covenants to pay the Supplier in consideration of the provision of the Goods and Services and the remedying of defects therein, the Contract Price or such other sum as may become payable under the provisions of the Contract at the times and in the manner prescribed by the Contract.

IN WITNESS whereof the parties hereto have caused this Agreement to be executed in accordance with the laws of *[insert the name of the Contract governing law country]* on the day, month and year indicated above.

For and on behalf of the Purchaser

Signed: *[insert signature]*

In the capacity of *[insert title or other appropriate designation]*

In the presence of *[insert identification of official witness]*

For and on behalf of the Supplier

Signed: *[insert signature of authorized representative(s) of the Supplier]*

In the capacity of *[insert title or other appropriate designation]*

In the presence of *[insert identification of official witness]*

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***Note: All italicized text (including footnotes) is for use in preparing this form and shall be deleted from the final product.***

**Performance Security (Bank Guarantee)**

**Beneficiary:** *[Insert name and Address of Purchaser]*

**Date:** *[Insert date of issue]*

**PERFORMANCE GUARANTEE No.:** *[Insert guarantee reference number]*

**Guarantor:** *[Insert name and address of place of issue, unless indicated in the letterhead]*

We have been informed that *[insert name of Supplier, which in the case of a joint venture shall be the name of the joint venture]* (hereinafter called "the Applicant") has entered into Contract No. *[insert reference number of the contract]* dated *[insert date]* with the Beneficiary, for the supply of *[insert name of contract and brief description of Goods and related Services]* (hereinafter called "the Contract"). Furthermore, we understand that, according to the conditions of the Contract, a performance guarantee is required.

At the request of the Applicant, we as Guarantor, hereby irrevocably undertake to pay the Beneficiary any sum or sums not exceeding in total an amount of *[insert amount in figures]* (\_\_\_\_\_) *[insert amount in words]*,<sup>1</sup> such sum being payable in the types and proportions of currencies in which the Contract Price is payable, upon receipt by us of the Beneficiary's first demand supported by the Beneficiary's statement, whether in the demand itself or in a separate signed document accompanying or identifying the demand, stating that the Applicant is in breach of its obligation(s) under the Contract, without the Beneficiary needing to prove or to show grounds for your demand or the sum specified therein.

This guarantee shall expire, no later than the .... Day of ....., 2...<sup>2</sup>, and any demand for payment under it must be received by us at this office indicated above on or before that date.

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<sup>1</sup>The Guarantor shall insert an amount representing the percentage of the Accepted Contract Amount specified in the Letter of Acceptance and denominated either in the currency (ies) of the Contract or a freely convertible currency acceptable to the Beneficiary.

<sup>2</sup>Insert the date twenty-eight days after the expected completion date as described in GC Clause 18.4. The Purchaser should note that in the event of an extension of this date for completion of the Contract, the Purchaser would need to request an extension of this guarantee from the Guarantor. Such request must be in writing and must be made prior to the expiration date established in the guarantee. In preparing this guarantee, the Purchaser might consider adding the following text to the form, at the end of the penultimate paragraph: "The Guarantor agrees to a one-time extension of this guarantee for a period not to exceed [six months]/[one year], in response to the Beneficiary's written request for such extension, such request to be presented to the Guarantor before the expiry of the guarantee."

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This guarantee is subject to the Uniform Rules for Demand Guarantees (URDG) 2010 Revision, ICC Publication No. 758, except that the supporting statement under Article 15(a) is hereby excluded.

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*[signature(s)]*

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**Advance Payment Security**

*[Guarantor letterhead or SWIFT identifier code]*

**Beneficiary:** *[Insert name and Address of Purchaser]*

**Date:** *[Insert date of issue]*

**ADVANCE PAYMENT GUARANTEE No.:** *[Insert guarantee reference number]*

**Guarantor:** *[Insert name and address of place of issue, unless indicated in the letterhead]*

We have been informed that *[insert name of Supplier, which in the case of a joint venture shall be the name of the joint venture]* (hereinafter called "the Applicant") has entered into Contract No. *[insert reference number of the contract]* dated *[insert date]* with the Beneficiary, for the execution of *[insert name of contract and brief description of Goods and related Services]* (hereinafter called "the Contract").

Furthermore, we understand that, according to the conditions of the Contract, an advance payment in the sum *[insert amount in figures]* ( ) *[insert amount in words]* is to be made against an advance payment guarantee.

At the request of the Applicant, we as Guarantor, hereby irrevocably undertake to pay the Beneficiary any sum or sums not exceeding in total an amount of *[insert amount in figures]* (\_\_\_\_\_) *[insert amount in words]*<sup>1</sup> upon receipt by us of the Beneficiary's first demand supported by the Beneficiary's statement, whether in the demand itself or in a separate signed document accompanying or identifying the demand, stating either that the Applicant:

- (a) Has used the advance payment for purposes other than toward delivery of Goods; or
- (b) Has failed to repay the advance payment in accordance with the Contract conditions, specifying the amount which the Applicant has failed to repay.

A demand under this guarantee may be presented as from the presentation to the Guarantor of a certificate from the Beneficiary's bank stating that the advance payment referred to above has been credited to the Applicant on its account number *[insert number]* at *[insert name and address of Applicant's bank]*.

The maximum amount of this guarantee shall be progressively reduced by the amount of the advance payment repaid by the Applicant as specified in copies of interim statements or payment certificates which shall be presented to us. This guarantee shall expire, at the latest, upon our receipt of a copy

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of the interim payment certificate indicating that ninety (90) percent of the Accepted Contract Amount, has been certified for payment, or on the *[insert date<sup>14</sup>]*., whichever is earlier. Consequently, any demand for payment under this guarantee must be received by us at this office on or before that date.

This guarantee is subject to the Uniform Rules for Demand Guarantees (URDG) 2010 Revision, ICC Publication No.758.

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*[signature(s)]*

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