



**Thessaloniki Port Authority sa**

**TENDER**

**FOR THE AWARD OF THE TECHNICAL DUE DILIGENCE  
OF THE CONVENTIONAL CARGO CRANES**





**Thessaloniki Port Authority sa**

**THESSALONIKI, GREECE, May 21<sup>th</sup> 2018**

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## **1. IN GENERAL**

### Preamble

In March 2018, SEGT completed the purchase of 67% of Thessaloniki Port Authorities (“THPA”), a Greek listed company, which operates the full port of Thessaloniki.

SEGT consists of a consortium of three complementary companies:

- Deutsche Investment Equity Partners, a German investment fund
- Terminal Link, an international Terminal Operator (a Joint Venture between CMA CGM Group and China Merchant Group)
- Belterra Investment Ltd, a strategic investment company, investing in Northern Greece

The port of Thessaloniki (ThPA) is mainly constituted by:

- a container terminal (402,000 teus in 2017)
- a conventional cargo terminal (around 3,6 Million Tons)

The new consortium committed to modernize the port and to build and operate an extension of the Container Terminals. Significant investments are planned on short term and on the middle term

All important information is disclosed on THPA official Website [www.thpa.gr](http://www.thpa.gr), including audited financial statements. The company is in solid financial health. Private rules are applied on this company since the take-over.

## **2. CONTRACTING AUTHORITY – SCOPE OF TENDER**

### (i) The Contracting Authority

The Contracting Authority is:

Thessaloniki Port Authority SA

Main Administration Building, 1st Pier

54 010 Thessaloniki Port

Thessaloniki

Greece

### Contacts (please copy all)



**Thessaloniki Port Authority sa**

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Rui Pinto – Deputy CEO & CCO: [rjpinto@thpa.gr](mailto:rjpinto@thpa.gr)

### (ii) Scope of the Tender

The new management of the company wishes to obtain a clear view about the state of some of the conventional Terminal ship-to shore cranes.

**The main mission** of the present Tender consists of the due diligence of the following conventional cranes:

QUAY	THPA NUMBER	SWL (TONS)	POWER	YEARS CONSTRUCTION	MANUFACTURER	HOURS
24	39	20/32	2X136	1987	GANZ	18975
	40	20/32	2X136	1987	GANZ	16893
	41	25/40	2X295	1995	ROKAS AEG	11798 (GRAB)
	42	25/40	2X295	1995	ROKAS AEG	12470 (GRAB)
	43	25/40	2X295	1995	ROKAS AEG	12892 (GRAB)
	44	25/40	2X295	1995	ROKAS AEG	10448 (GRAB)

The scope comprises of an inspection of the above mentioned equipment:

- Conditions / Level of reliability of all equipment & spreaders.
- Not only mechanical / but also electrical and structures.
- Review of the maintenance plan / analyze of the balance between preventive & curative actions (including analysis of the contractors used) and recommendations.
- Analysis of the inventory of spare part and physical inspection. Recommendation of spare parts to order / stock of security.
- Inspection of workshop / maintenance facilities and recommendation of improvement.

It includes:

- Inventory of Equipment: Register and report the technical information of equipment to support the other analyses; Description of sites with lay-out, design, engineering and



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technology characteristic and general data of the machinery and equipment; Assessment of current conditions of assets including age of assets/status of wear and tear, historic maintenance with major revision projects, operational performance, availability, expected life time basis; Expected retrofit / upgrades.

- Technical Inspection Equipment: Perform specialized technical inspection in each equipment according to assess the integrity and safety of equipment operation; identify the technical conditions of the machinery & equipment and significant/material defects, deficiencies and deferred maintenance that would likely affect operations or safety; verify maintenance records and time of use of each equipment; including photographic report.
- Analysis of Maintenance: Assess whether the asset management system meets the minimum requirements in accordance with the manufacturer's maintenance instructions and the asset life cycle; Review maintenance arrangements with special view on adequacy of the conditions and costs compared to common arrangements in the sector.
- Evaluation of Maintenance Resources: (i) Measuring the level of maintenance costs, (ii) Survey of the number of own employees and outsourcing, (iii) Contract Management
- Assess existing maintenance contracts key conditions potentially affecting technical performance issues over threshold to be detailed, including potential mitigating measures for such issues and potential associated liabilities.

**Goal:** To identify, evaluate and report the reliability of the conventional equipment and the quality of the maintenance.

**Site visit:** Site investigations, review of documentation, interviews with available site management and key personnel to be carried out by a senior auditor to assess material gaps. Material issues to be flagged and reported.

**Reporting:** Full report to include quantified and graphic details. All material issues to be identified using cost estimates.

An Excel spread is to be included to visualize the timing of the various expenditures and their impact on financial model.



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(iii) Options – Two (2) options to be triggered by ThPA sa, upon its request

It is requested that the Candidates provide a firm quotation for the options, as described below.

It is not mandatory to provide this quotation, but it would be highly appreciated.

**Option 1:**

QUAY	THPA NUMBER	SWL (TONS)	POWER	YEARS CONSTRUCTION	MANUFACTURER	HOURS
20	31	16-25	2X136	1987	GANZ	9315
	32	16-25	2X136	1987	GANZ	6262
	34	16-25	2X136	1974	GANZ	
21	33	16/27	2X136	1974	GANZ	
22	38	16/25	2X136	1987	GANZ	9000

**Option 2**

QUAY	THPA NUMBER	SWL (TONS)	POWER	YEARS CONSTRUCTION	MANUFACTURER	HOURS
17	26B'	112/15	2X272	2013	ARDELT	2000
	27B'	112/15	2X272	2013	ARDELT	2000

**3. OFFERS' SUBMISSION – OFFER DOCUMENTATION – OFFERS' VALIDITY**

Since ThPA sa is a private-owned company and due to the immense importance of the tender, no objections in relation to the content of this Tender (if submitted) will be examined by ThPA sa.

ThPA sa, at its absolute discretion, has the right to cancel or repeat the Tender at any stage of the procedure.

ThPA sa may also cancel the outcome of the Tender and to resort to the procedure of negotiations, when there is an emergency cause, which is not due to ThPA sa.



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(i) Offers' Submission – Time limit - Format

**The time limit for the submission of offers is June 6<sup>th</sup>, 2018.**

The Offers shall be sent **in .pdf format** by e-mail

to [cathanasiou@thpa.gr](mailto:cathanasiou@thpa.gr)

Copy: [rpinto@thpa.gr](mailto:rpinto@thpa.gr) ; [mriondel@thpa.gr](mailto:mriondel@thpa.gr)

Offers submitted after the above date and time are overdue and can be not taken into account.

(ii) Offer Documentation

The Offers shall be submitted to ThPA sa only **in English language**.

The Offers (Participation Supporting Documents, Technical Proposal and Financial Proposal) are all drafted in the English language.

The Offer consists of three (3) sub-files:

- The sub file of the Participation Supporting Documents
- The Sub file of the Technical Proposal and
- The Sub file of the Financial Proposal.

Each one of the sub-files send in a .pdf format should be named accordingly.

The Financial Proposal shall include the financial quote in Euros, excluding VAT, for the following:

- The main mission of the Tender
- Option 1 of the Tender
- Option 2 of the Tender

(iii) Offers' Validity

Offers are valid and binding upon the Candidates for forty five (45) days from the submission deadline date. Candidates are advised that they may be asked to extend the validity of their proposals by a further one (1) month.

It is at ThPA sa sole discretion to consider all proposals void and invalid and cancel the whole bidding process. No compensation will be paid to the bidders under this circumstance.



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### (i) True & Correct statements

Each Candidate understands that the information contained in its offer will be relied upon by ThPA sa in making its decision with respect to the award of the Contract and such information is expressly warranted by the Candidate to be true and correct.

Furthermore, each Candidate will provide such supporting and confirming information, prior to the award of the contract, as may be reasonably requested by ThPA sa.

### (ii) Reasons for rejecting an offer may include (but are not limited to):

If any information provided by the Candidate is found to be incorrect or if a Candidate fails to verify any information provided in the Proposal in response to ThPA sa request.

### (iii) Negotiations

When the evaluation of the Proposals is completed, ThPA sa may enter into negotiation with the preferred Candidate to conclude the Contract, where more terms and conditions, could be evaluated. It's at the Contracting Authority's (ThPA sa) sole discretion to request from the candidates at the end of such negotiations to submit a Best & Final Offer.

### (iv) Award Criterion

The selection of the contractor shall be made on the basis of the price, of the experience of the bidder, of the timeline.

## **4. ELIGIBLE CANDIDATES**

The Candidates should provide corresponding documentation for their economic/financial adequacy.

Candidates must provide in their Offer their company profile and information about their personnel. Candidates must have sufficient and specialised Project Team to take up the Project. Their Project Team should be described in the Offer and concise CV's should be provided.

Candidates must have specialized knowledge in the provision of services, as these described in the scope of the present Tender. Candidates must describe their professional and technical abilities, as well as their relevant experience, related to the scope of the present Tender. The list shall contain among other things a brief description of projects and the company that the work was undertaken for. The Candidates should also provide references relevant to their experience



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and abilities.

Candidate's intention to award a subcontracting contract for the Project must be declared, disclosed and described in the Candidate's Offer.

## **5. IMPLEMENTATION TIME TABLE**

The maximum execution time for the project **is set to six (6) weeks** from the date of signing the contract. The following implementation timeline, illustrates the phases of the project:

- Site physical inspection: June 2018
- Estimated Draft Report: last week of June 2018
- Final Report: 15th of July 2018

This is a proposed time schedule, while the final one will be decided between ThPA sa and the Contractor, right before the signing of the Contract. The Contractor will provide to ThPA sa the agreed time table, which cannot change the project's overall duration (**six (6) weeks**).

## **6. TERMS OF PAYMENT**

Payment terms are as follows:

- At signing 30%,
- At draft report 50%,
- At final report 20%

No invoices should be issued without prior written acceptance from ThPA SA.

Sotiris Theofanis

Chief Executive Officer and Chairman of the Board



**Thessaloniki Port Authority sa**



ThPA – Tender for due diligence of some conventional cranes of ThPA – Greece May 2018