



Thessaloniki Port Authority S.A  
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G.C.R.N : 58231004000

**PROCUREMENT DEPARTMENT**

Thessaloniki, 6 August 2018

Ref.No.:7167/08.08.2018

**REQUEST FOR PROPOSAL  
FOR THE DESIGN, MANUFACTURE, SUPPLY AND COMMISSIONING OF ONE (1) MOBILE  
HARBOUR CRANE (MHC).**

<b>CONTRACTING COMPANY</b>	<b>Thessaloniki Port Authority SA</b> Main Administration Building 1st Pier Thessaloniki Port, PC 54012 Greece Tel.+302310593121, fax. +302310510500 E-mail: <a href="mailto:secretariat@thpa.gr">secretariat@thpa.gr</a> website: <a href="http://www.thpa.gr">http://www.thpa.gr</a>
<b>TENDER TYPE</b>	<b>OPEN PROCEDURE</b>
<b>CALL DATE</b>	08/08/2018
<b>TENDERS CLOSE AT</b>	15/09/2018 22 :00 Local Athens Time
<b>AWARD CRITERION</b>	Same importance granted to financial offer, technical proposal and experience of the Bidder, delivery time.
<b>CONTACT FOR FURTHER INFORMATION</b>	Tender enquiries are to be directed to:  <u>Technical contact :</u> Name : K. Christodoulou E-mail : <a href="mailto:kchristodoulou@thpa.gr">kchristodoulou@thpa.gr</a> Telephone : +302310593501,333  <u>Administrative Contact:</u> Name: Chrisanthi Athanasiou E-mail : <a href="mailto:cathanasiou@thpa.gr">cathanasiou@thpa.gr</a> Telephone: +302310593360

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## 1. PREAMBLE

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### 1.1 Contracting company

Thessaloniki Port Authority SA is a private listed Company, which is the Concessionaire and the Operator of the Port of Thessaloniki.

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

- a container terminal (406,000 teus in 2017)
- a conventional cargo terminal (3,6 Millions Tons in 2017)

The company is in excellent financial health. At last December financial close, the company had 95 M€ cash or cash equivalents. Interested Bidders may obtain further information about ThPA SA from the web site [www.thpa.gr](http://www.thpa.gr).

In March 2018, the company "South Europe Gateway Thessaloniki (SEGT)", completed the acquisition of a shareholding of 67% of Thessaloniki Port Authority SA ("THPA SA").

SEGT is a consortium formed 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 strong investment company, investing in Northern Greece

The new consortium committed to gradually modernize the container terminal and conventional cargo facilities (infrastructure and electric-mechanical equipment) aiming to be able to accommodate more tons of cargo. Significant investments are planned on short term (estimated 29 M€ in 2019) and on the middle term (Min 180 M€ within 5-6 years).

Terminal Link, as expert partner and shareholder, signed a Management Agreement with THPA to support and optimize the development and the expertise of the Conventional Port.

### 1.2 Scope of tender.

The scope of this tender call is the design, manufacture, supply and commissioning of one (1) Mobile Harbour Crane (MHC), spreader or grab excluded, with the following specifications:

- Safe Working Load (SWL) in container mode: 40 tons under spreader single lift,
- Number, type of spreader: One automatic telescopic 20' -40' -45' spreader, single lift
- Minimum life design cycles: 2 millions

and also as options:

- I. One (1) mechanical grab 20 cbm for Nickel Ore, one (1) mechanical grab 35cbm for Coal, spare parts and tools, in order to improve loading/unloading of vessels.
- II. An additional Mobile Harbour Crane (MHC). The bidder is requested to give an option for ThPA to be exercised at any time at the discretion of ThPA as follows:
  - Same term and condition including price if option is triggered within 24 months after the commissioning of first MHC.
  - Same terms but price not higher than historical price plus German CPI, if option is exercised between 24 and 36 months after the commissioning of first MHC.

Terminal Link/ CMA CGM will assist THPA in this tender process.

### 1.3 Procedure type: Open procedure

## 2. GENERAL TERMS AND CONDITIONS

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### 2.1 Offer submission:

Deadline for submission of offers is **15 September 2018, 22.00 Athens time**. Offers shall be sent by email to [cathanasiou@thpa.gr](mailto:cathanasiou@thpa.gr) and [mriondel@thpa.gr](mailto:mriondel@thpa.gr) (both emails). An acknowledgment will be sent by THPA.

Invitation Letter-Tender for (1) Mobile Harbour Crane MHC

THPA August 2018

## **2.2 Clarifications and questions:**

Interested parties may submit their questions and requests for clarifications, at any time until **03 September 2018**, by email to the Procurement Department at [cathanasiou@thpa.gr](mailto:cathanasiou@thpa.gr) / Copy [mriondel@thpa.gr](mailto:mriondel@thpa.gr).

Direct discussion with THPA employees or representatives is forbidden outside of this process. All questions and answers will be published on THPA's website.

## **2.3 Award Criterion**

The evaluation of offers will be based on the following equally important criteria: quality of the equipment, experience, reference of the Bidder, price (total cost of ownership) and delivery time.

## **2.4 Objections, amendment and cancelation of the procedure**

Since ThPA sa is a private-owned company and due to the 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 amend or cancel the Tender, including amend the procedure of negotiations, in a transparent way.

## **2.5 Offer documentation**

Offers shall include only pdf files and shall be submitted to ThPA SA in English or in Greek language. Each offer shall consist of:

- a. A Submission letter as per 2.6
- b. The technical Appendix sent by ThPA sa filled. The file has to be sent in both pdf and excel version. In case of inconsistency the pdf will prevail. A technical proposal detailing the methodology to be used, GA drawings and all technical choices proposed by the bidder for each stage with justification. Commercial and technical documentation of the MHC proposed should be attached to the technical proposal
- c. A financial Offer well detailed and duly signed. This offer shall mention:
  - The description of the MHC and the two grabs
  - The detailed price table (Attachment 1)
  - The warranties applicable to the MHC
  - The terms of payments proposed by the bidder. If there is any down payment, the successful bidder must provide a refund guarantee
  - Detailed time schedule of each stage of the project (engineering, manufacturing, delivery, erection, commissioning, etc.)
  - The catalog of spare parts, with price and the price validity. The discount that you will apply to THPA for a specified period
  - A proposal for financing. It is an option for the bidder to propose / arrange a financing for THPA. Should you propose a financing, please indicate the maturity, the interest rate, the collaterals if any, the gearing
  - Validity of the offer as per 2.7
- d. The list of spare parts that you recommend to buy with the MHC.
- e. A short presentation of your company
- f. Experience and references of the bidder in similar projects
- g. The contacts of representatives in Greece, if any.
- h. The organisation the bidder will set in place to realize the project (on site and remotely).
- i. Last audited financial statements
- j. A certificate of incorporation or registration
- k. TAX Number certificate in country of origin or equivalent

## **2.6 Submission letter**

The submission letter shall include presentation and warranties, which are binding for the Bidder:

- The proposal is signed by a duly authorized representative of your company, and any corporate approval has been obtained before.
- That all information provided are true and fair and reflect reliable information about the product and the bidder.
- That the company is in good financial health, has the capacity to deliver the equipment ordered and doesn't anticipate any major issue, which could affect the quality or the timing.
- That the Bidder commits to strictly follow the rules of ethics in force in Europe and in Greece. Bidder commits to notify the Company of any deviation to the good practices of ethics.
- That the proposed equipment is in full compliance with European and Greek applicable rules and regulations, including for environmental matters.
- That the bidder renounce to any recourse to THPA for the tender process. THPA reserves the right to modify or to cancel the tender process without having to give any justification and without bearing any liabilities against the bidders
- That the bidder will keep valid the option for an additional crane under the term and condition described in paragraph 1.2

## **2.7 Offer validity**

Offers shall be firm and valid for (180) days after the expiry date of offers submission. Any offer which sets forth a term of validity less than the above mentioned is rejected as unacceptable. Candidates are advised that they may be asked to extend the validity of their proposals by a further one (1) month.

## **3. COMERCIAL TERMS AND CONDITIONS**

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### **3.1 Delivery Time**

This criteria is part of the bidder submission. ThPA expects that the total delivery time shall not exceed six (6) months from the purchase order date.

In case of late delivery, ThPA SA shall be entitled to liquidated damages, which shall be 1% of the price of the delayed items per week, within the limit of 10% for each week of delay.

### **3.2 Payment Terms**

Payment terms have to be in the bidder submission. Advanced payment shall be guaranteed by refund guarantees.

### **3.3 Warranty**

Regarding the minimum requirements for warranty, please refer to file with technical specifications

Crane availability guarantee: 95% during first 5 years of operation

The seller shall provide to ThPA SA a warranty bond amounting to five percent 5% of the total Contract Value. The warranty bond shall be valid for 24 months start from the date of Delivery.

### **3.4 Shipment, delivery and site work**

The manufacturer shall deliver the crane in Thessaloniki Port fully erected or make final erection on site. The crane shall be secured on the vessel to prevent any stresses of the structure and all mechanical and electrical equipment shall be properly covered and secured.

The Seller is responsible for the offloading of all items and shall assume all costs and risks.

The Seller is also responsible for carrying out the import procedures (customs clearance etc)

The Supplier shall provide all lifting equipment and tools necessary for commissioning.

Commissioning tests will be conducted under the supervision of ThPA or consultant appointed by ThPA. The Supplier must provide the load test weight and all certificates needed to operate in Greece.

**3.5 Final acceptance.**

An acceptance certificate will be issued after the successful completion of the commissioning and the training programme.

**4. ATTACHMENTS:**

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4.1 Price table

4.2 Technical Specifications

4.3 The form of contract to be signed by THPA and the selected supplier. Elements of the successful Offer will be incremented in this draft.

**SOTIRIOS THEOFANIS**

**Chairman of the Board and Chief Executive Officer**

### Price Table

Item	Quantity	Description	Unit price (€)	Total price (€)
1	1	STS Crane price exclud. spreader or grab delivered on site and ready for operation		
2	1	Mechanical grab 25t		
3	1	Mechanical grab 35t		
4	1	Commercial advantages (please list them)		