



Thessaloniki Port Authority S.A
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S.A.R.N 42807/06/B/99/30
G.C.R.N : 58231004000

Thessaloniki, 28th August 28, 2018

PROCUREMENT DEPARTMENT

Ref.No.: 7529/29.08.2018

**REQUEST FOR TENDER
FOR THE OVERHAUL OF THREE (3) SHIP TO SHORE CONTAINER CRANES**

CONTRACTING AUTHORITY	Thessaloniki Port Authority SA Main Administration Building 1st Pier Thessaloniki Port, PC 54012 Greece Tel.+302310593121, fax. +302310510500 E-mail: secretariat@ThPA.gr Web site: http://www.ThPA.gr
TYPE OF PROCEDURE	Open Procedure
CALL DATE	29/08/2018
TENDERS CLOSE AT	10/10/2018 22:00 Athens time
AWARD CRITERION	The most economically advantageous tender in terms of the criteria stated in the specifications
CONTACT FOR FURTHER INFORMATION	Tender enquiries are to be directed to: Technical contact : Name : Dimitrios Tsitsamis / Cedric Demares E-mail: dtsitsamis@thpa.gr / cdemares@thpa.gr Administrative Contact: Name: Chrissanthi Athanasiou Telephone: +302310593360 E-mail: cathanasiou@thpa.gr

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Attached documents:

“Specific Administrative Terms and Conditions”,
“Technical Terms and Conditions”

1 PREAMBLE

1.1 Contracting Party

In March 2018, SEGT completed the purchase of 67% of Thessaloniki Port Authority SA ("THPA SA"), 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 Tonnes)

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

All-important information is disclosed on THPA official Website 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.

1.2 Scope of tender.

The scope of this tender call is the overhaul of the (3) STS container cranes hereunder.

STS1

- Year of construction: 1987
- Designed by MAN – Constructed by ROKAS
- Control command: BBC except the trolley ABB ACS800
- Capacity: 40 T under spreader.

STS2

- Year of construction: 1991
- Designed by MAN – Constructed by ROKAS
- Control command: BBC (Obsolete)
- Capacity: 45 T under spreader.

STS4

- Year of construction: 1997
- Designed by MAN – Constructed by ROKAS
- Control command: ABB (Replaced in 2016)
- Capacity: 50 T under spreader.

1.3 Procedure type

Open Procedure

2 TENDER ALLOTMENT

The tender requires various skills. The contractor must coordinate all the necessary work of the project and assume the total responsibility and the guaranty of the work done.

Eligible to participate are also joint ventures between two or more companies. In this case, the joint venture must propose a Lead Prime contractor for coordination of work.

3 OBJECTIONS – AMENDMENT AND CANCELLATION OF THE PROCEDURE

Since ThPA SA is a privately-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.

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.

4 TENDER PROCESS

4.1 Site visit

The supplier should visit the facilities and inspect the equipment to take into consideration the specific items in need of repair, identified in schedule of unit prices.

4.2 Time table and conditions for offer submission

Visits: from 10th of September to 25th of September

Clarification and questions: At any time until 30th of September, the bidders can ask for questions to the administrative contact, copy mriondel@thpa.gr Direct discussions with THPA employees or representatives are forbidden outside of this process.

The time limit for the submission of offers is 10th of October 22.00 Athens time. An acknowledgment will be sent by THPA.

5 Form of the bid:

The offer shall include pdf files and the EXCEL file: 4 – WORK LIST fully filled

The offer shall be sent in one or several emails (max 10Mb by email) to:

- I. Procurement department cathanasiou@thpa.gr
- II. Copy: mriondel@thpa.gr

6 Offers Submission - Documentation

6.1 Offer documentation

1. The Offer

The Offer shall be submitted to ThPA SA in English or in Greek language, and shall include:

- a. The Submission letter.
- b. Presentation of the bidder including: skills / qualification, annual turnover for the last 3 years,
- c. List and presentation of subcontractors. Subcontractors must be clearly identified and approved by THPA.
- d. Experience and references of the bidder in similar projects,
- e. Technical notice to give some details about the organization proposed and the delivery time (time to prepare the work and order the parts and duration of each overhaul),**
- f. "Administrative Terms and Conditions" document signed,
- g. "Technical Terms and Conditions" document signed,
- h. Schedule of unit prices fully filled and signed for each of the RFP.

2. 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 services and the bidder.
- That the company is in solid financial position, has the capacity to provide the service assigned 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 service will be rendered in accordance with the rules of art and in compliance with European and Greek applicable rules and regulations, including for environmental matters.
- That the bidder renounces 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.

6.2 Offers' Validity

The proposal shall be firm and valid until 31th of May 2019

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.

6.3 Award Criterion

The offers will be evaluated according to the following criteria:

- Financial offer,
- Downtime,
- Experience of the bidder.

6.4 Time frame for execution of work

From December 2018 to February 2019 (estimated).

Attachments:

- "Specific Administrative Terms and Conditions (SATC)" document signed,
- "Technical Terms and Conditions" document signed,
- Schedule of unit prices fully filled and signed for each of the RFP.

We hope that this business opportunity will be of interest to you. We are looking forward developing new business relationships and expect that this tender is a first step in the development process of the company.

Sotiris Theofanis

Chief Executive Officer and Chairman of the Board