



REQUEST FOR PROPOSAL (RFP)

FOR GOODS

Project Title:	Pacific safety of Navigation
Nature of the goods	Aids to Navigation equipment
Location:	Port Vila, Vanuatu
Date of issue:	30/08/2022
Closing Date:	27/09/2022
SPC Reference:	22-4368-PRO

Contents

PART 1: INTRODUCTION	3
1.1 ABOUT THE PACIFIC COMMUNITY (SPC)	3
1.2 SPC'S PROCUREMENT ACTIVITIES	3
1.3 SPC'S REQUEST FOR PROPOSAL (RFP) PROCESS	3
PART 2: INSTRUCTIONS TO BIDDERS	4
2.1 BACKGROUND	4
2.2 SUBMISSION INSTRUCTIONS	4
2.3 CLARIFICATIONS	4
2.4 EVALUATION	5
2.5 CONTRACT AWARD	5
2.6 KEY DATES	5
2.7 LEGAL AND COMPLIANCE	6
2.8 COMPLAINTS PROCESS	7
PART 3: SPECIFICATION OF GOODS	8
PART 4: PROPOSAL EVALUATION MATRIX	13
4.1 EVALUATION CRITERIA & SCORE WEIGHT	13
4.2 FINANCIAL EVALUATION	14
PART 5: PROPOSAL SUBMISSION FORMS	15
ANNEX 1: BIDDER'S LETTER OF APPLICATION	15
ANNEX 2: CONFLICT OF INTEREST DECLARATION	16
ANNEX 3: INFORMATION ABOUT THE BIDDER AND DUE DILIGENCE	18
ANNEX 4: TECHNICAL PROPOSAL SUBMISSION FORM	21
ANNEX 5: FINANCIAL PROPOSAL SUBMISSION FORM	23

Part 1: INTRODUCTION

1.1 About the Pacific Community (SPC)

The Pacific Community (SPC) is the principal scientific and technical organisation of the Pacific region, established by treaty in 1947 with the signing of the Agreement Establishing the South Pacific Commission (the Canberra Agreement).

SPC has our headquarters in Noumea, New Caledonia and has regional offices in Fiji, the Federated States of Micronesia and Vanuatu, as well as an office in France. SPC works across the Pacific and has staff in nearly all of our Pacific Island Country and Territory members.

SPC works for the well-being of Pacific people through the effective and innovative application of science and knowledge and is guided by a deep understanding of Pacific Island contexts and cultures. Our unique organisation covers more than 20 sectors and is renowned for knowledge and innovation in such areas as fisheries science, public health surveillance, geoscience and conservation of plant genetic resources for food security.

For more information about SPC and the work that we do, please visit our website: <https://www.spc.int/>.

1.2 SPC's procurement activities

SPC's procurement activities are guided by the principles of high ethical standards, value for money, open competition and social and environmental responsibility and are carried out under our Procurement Policy.

SPC's *Procurement Policy* provides the framework for ensuring that SPC obtains the best value for its purchases, in terms of both cost and quality; demonstrates financial probity and accountability to its members and development partners; manages and prevents the potential for conflicts of interest; reduces its environmental impact and manages any other risks.

At SPC, all procurement follows the same main steps: planning; statement of needs; requisition; solicitation; evaluation; award; receipt; and payment. Different procedures apply depending on the value of the goods, services and works to be procured.

For further information or enquiries about SPC's procurement activities, please visit the procurement pages on our website: <https://www.spc.int/procurement> or email: procurement@spc.int.

1.3 SPC's Request for Proposal (RFP) Process

At SPC, procurement valued at more than EUR 45,000 must be advertised through a Request for Proposal (RFP) with any bids received evaluated by SPC's Procurement Committee to determine the offer that provides the best value for money.

This RFP sets out SPC's requirements and it asks you, as a bidder, to respond in writing in a prescribed format with pricing and other required information. The RFP contains detailed instructions and templates to enable you to submit a compliant bid. It sets out the overall timetable; it confirms the evaluation criteria that SPC will use to evaluate quotations; it explains the administrative arrangements for the receipt of the bids; and it sets out how bidders can request further information.

Your participation confirms your acceptance of SPC's conditions of participation in the RFP process.

Part 2: INSTRUCTIONS TO BIDDERS

2.1 Background

SPC invites you to submit a bid to deliver the goods as specified in [Part 3](#).

SPC has advertised this RFP on its website and may send it directly to potential vendors. The same specifications, submission and other solicitation requirements will be provided to all vendors.

SPC has compiled these instructions to guide prospective bidders and to ensure that all bidders are given equal and fair consideration.

Please read the instructions carefully before submitting your bid. For your bid to be considered, you must provide all the prescribed information by the closing date and in the format specified.

2.2 Submission instructions

Your submission must be clear, concise and complete and should only include information that is necessary to respond effectively to this RFP. Please note that you may be marked down or excluded from the procurement exercise if your submission contains any ambiguities or lacks clarity.

Your proposal must include the following documents (annexes of [Part 5](#) of the RFP):

- a) Bidder's Letter of Application (Annex 1);
- b) Conflict of Interest Declaration (Annex 2);
- c) Information about the bidder and Due diligence (Annex 3);
- d) Technical proposal submission form (Annex4);
- e) Financial proposal submission form (Annex 5).

Your proposal must be submitted in **two separate emails**.

You must submit your **Technical proposal** (Annexes 1 to 4 and all their supporting documents) in English as an attachment to one email. No financial information may appear in the technical proposal.

You must submit your **Financial proposal** (Annex 5) in a separate email. All prices in the proposal must be presented in EURO. Your Financial proposal is to be password protected. SPC will request the password in the event that it is required.

Both emails are to be sent to procurement@spc.int with the subject line of your email as: **Submission RFP22-4368-PRO**.

Your proposal must be received no later than **27/09/2022** by **4PM Fiji Time**. Only one bid per bidder is permitted.

SPC will send a formal acknowledgement to each proposal received before the deadline.

SPC reserves the right to exclude from consideration any proposal not received by the deadline, with incomplete information or in incorrect form.

2.3 Clarifications

You may submit questions or seek clarifications on any issue relating to this RFP. The questions are to be submitted in writing to procurement@spc.int with the subject line: **Clarification RFP22-4368-PRO**. The deadline for submission of clarifications is **16/09/2022** by **4PM Fiji Time**.

Details will be kept of any communications between SPC and bidders. This assists SPC to ensure transparency

of the procurement process. While SPC prefers written communication in the RFP process, at any point where there is phone call or other conversation, SPC will keep a record or a file note of the exchange with prospective bidders.

2.4 Evaluation

Validity

Each proposal will be assessed for compliance with the submission requirements by the Bids Opening Committee. At this stage, basic due diligence will also be undertaken.

To assist in the examination, evaluation and comparison of proposals, SPC may ask the bidder for clarification of its proposal or additional information. The request for clarification will be in writing.

Technical

All valid proposals will be assessed against the technical evaluation criteria set out in Part 4. The criteria are provided with weighted scores according to the relative importance of each. SPC will not change the evaluation criteria set out in the RFP at any stage of the procurement process. Any changes in the evaluation criteria will result in the RFP process being re-issued.

Bidders are expected to familiarise themselves with local conditions and take these into account in preparing their proposal. Where minimum qualifications are set as specific evaluation criteria, these could include educational qualification, professional accreditation or certification, licensing, experience and expertise.

Shortlisted bidder's presentation

Bidders that are short-listed during the RFP evaluation process shall be required to conduct a presentation to, and respond to queries of, SPC's Procurement Technical Evaluation Committee. The bidders will be provided an opportunity to provide an overview of the operational aspect of the services they are proposing.

Financial

Any bids that pass the minimum technical evaluation requirements will pass onto financial evaluation.

During the financial evaluation, if there is a discrepancy between the unit price and the total price, the lower price shall prevail. If there is a discrepancy between words and figures the amount in words will prevail.

The total cost of the proposal is to be inclusive of any taxes and is not subject to revision.

2.5 Contract award

SPC may award the contract once the Procurement Committee has determined that a bidder has met the prescribed requirements and the bidder's proposal has been determined to be the most responsive to the RFP documents, provide the best value for money and best serve the interests of SPC.

SPC's [General Terms and Conditions of Contract](#) will apply to any contracts awarded under this RFP, unless otherwise agreed. Any requested changes to the General Terms and Conditions of Contract must be foreshadowed in the submission.

The award of the contract will be made by contract signed and dated by both parties.

2.6 Key dates

Please see the proposed procurement timetable in the table below. This timetable is intended as a guide only and while SPC does not intend to depart from the timetable, it reserves the right to do so at any stage.

STAGE	DATE
RFP advertised	30/08/2022

Deadline for seeking clarification	16/09/2022
RFP Closing Date	27/09/2022
Award of Contract	31/10/2022
Commencement of Contract	31/10/2022
Conclusion of Contract	30/04/2023

2.7 Legal and compliance

Child and vulnerable adult protection: SPC is committed to the well-being of children and vulnerable adults. All SPC contractors are required to commit to the principles of SPC's Child and Vulnerable Adult Protection Policy ([XI.G Manual of Staff Policies](#)). Breach of this requirement can result in SPC terminating any contract with a successful bidder. Any allegations of potential misconduct in relation to this RFP involving children or vulnerable adults should be sent to complaints@spc.int.

Confidentiality: Unless otherwise agreed by SPC in advance or where the contents of the RFP are already in the public domain when **shared** with the bidder, bidders shall at all times treat the contents of the RFP and any related documents as confidential. SPC will also treat the information it receives from the bidders as confidential.

Conflict of interest: Bidders must take all necessary measures to prevent any situation of conflict of interest. You must notify SPC in writing as soon as possible of any situation that could constitute a conflict of interest during the RFP process. If you have any familial connection with SPC staff, this must be declared, and approval will then be sought for you to engage in the RFP process. Breach of this requirement can result in the exclusion of the bidder from the RFP process or in SPC terminating any contract with a successful bidder.

Cost of preparation of quotations: Under no circumstances will SPC be liable for any proposal submission costs, expenditure, work or effort that you may incur in relation to your provision of a proposal (including if the procurement process is terminated or amended by SPC).

Currency, validity, duties, taxes: Unless specifically otherwise requested, all proposals should be in EURO and must be net of any direct or indirect taxes and duties and shall remain valid for 120 days from the closing date. The successful bidder is bound by their proposal for a further 60 days following notification they are the preferred bidder so that the contract may be awarded. No price variation due to escalation, inflation, fluctuation in exchange rates, or any other market factors shall be accepted at any time during this period.

Eligibility: Bidders are required to disclose to SPC whether they are subject to any sanction or temporary suspension imposed by any international organisation, or whether they are subject to bankruptcy proceedings. You may not be bankrupt or suspended, debarred, or otherwise identified as ineligible by any international organisation. Failure to disclose such information may result in debarment and termination of any contract issued to the bidder by SPC.

Fraud and corruption: SPC has zero tolerance for fraud and corruption. All contractors have an obligation to report potential fraud and corruption. Breach of this requirement can result in the exclusion of the bidder from the RFP process or in SPC terminating any contract with a successful bidder. Allegations of potential misconduct by an SPC staff member or contractor involving fraud or corruption can be sent to complaints@spc.int.

Good faith: The information in this RFP is provided by SPC in good faith. No representation, warranty, assurance or undertaking (express or implied) is or will be made, and no responsibility or liability will be accepted by SPC in relation to the adequacy, accuracy, completeness or reasonableness of this RFP or any information provided by SPC in relation to this RFP.

Modifications: Any clarifications, corrections or modifications will be published on the SPC website prior to

deadline. In the event a bidder has submitted a bid before the clarification, correction or modification, the bidder will be informed and may modify the bid. The modified bid will still need to be received before the deadline.

No offer of contract or invitation to contract: This RFP is not an offer to contract or an invitation by SPC to enter into a contract with you.

Privacy: The bidder is to comply with the requirements of applicable legislation and regulatory requirements in force for the use of personal data that is disclosed for the purposes of this RFP. SPC will handle any personal information it receives under the RFP in line with its [Privacy Policy](#), and the [Guidelines for handling personal information of bidders and grantees](#).

Right to amend, seek clarity, withdraw, not award: SPC reserves the right to: (1) amend, add to or withdraw all or any part of this RFP at any time, or to re-invite bids on the same or any alternative basis; (2) seek clarification or documents in respect of any bidder's submission; (3) choose not to award a contract as a result of this RFP; (4) make whatever changes it sees fit to the timetable, structure or content of the procurement process, depending on approvals processes or for any other reason. Please note that while SPC will not change the evaluation criteria set out in the RFP without the RFP process being re-issued, SPC does reserve the right at the time of award of contract to vary the quantity of services and goods specified in the RFP and to accept or reject any proposal at any time prior to award of the contract without incurring any liability to the affected bidder or any obligation to inform the affected bidder/s of the grounds for SPC's action.

Right to disqualify: SPC reserves the right to disqualify: (1) any bidder that does not submit a proposal in accordance with the instructions in this RFP; (2) any bidder that misrepresents information to SPC; (3) any bidder that directly or indirectly canvasses any SPC employee concerning the award of a contract.

Use of material: Bidders shall not use the contents of the RFP or any related material for any purpose other than for the purpose of considering submitting, or submitting, a bid to SPC.

Warranty, representation, assurance, undertaking: The bidder acknowledges and agrees that no person has any authority to give any warranty, representation, assurance or undertaking on behalf of SPC in connection with any contract which may (or may not) follow on from this RFP process.

2.8 Complaints process

Bidders that consider they were not treated fairly during any SPC procurement process may lodge a protest. The protest should be addressed to complaints@spc.int. The bidder must provide the following information: (1) full contact details; (2) details of the relevant procurement; (3) reasons for the protest, including how the alleged behaviour negatively impacted the bidder; (4) copies of any documents supporting grounds for protest; (5) the relief that is sought.

Part 3: Specification of Goods

A. Background/context

Vanuatu Phase 3 Infrastructure Implementation

- Vanuatu is one of the 13 targeted Pacific Islands Countries and territories of the ***Pacific Safety of Navigation Project*** implemented by the Pacific Community and funded by the International Foundation for Aids to Navigation (**IFAN**), whose aim is to improve safety on navigation in the Pacific region through enhanced Aids to Navigation (AtoN) capacity and systems.
- As part of the phase 2 of the project, in October 2019 SPC conducted an AtoN Risk assessment of the Luganville Harbour using the Simplified IALA Risk Assessment (SIRA) tool. The report details the risk identified, the foreseen costs in case on incident, the potential risk control options suggested and their costs. Vanuatu maritime stakeholders identified eight scenarios for the Luganville harbour
- For each scenario, the approximate costs of the incident were identified, and a risk score was given, considering the probability of the incident happening and its potential impact on the country.
- Considering achievements registered in both Phase 1 and 2, phase 3 seeks to tailor technical support and guidance according to specific country needs in the three key work areas of Governance, Capacity building and Infrastructure.
- This project will thus start to implement the risk control options presented in the SIRA report, relating to AtoN Infrastructure. This activity will entail the procurement and supervision of installation of prioritised infrastructure identified in the SIRA risk assessment recommendations.
- IFAN's overall objective is the promotion of safety at sea and the protection of the marine environment, thus the successful establishment of the AtoN infrastructure in Luganville harbour, will ensure that the harbour is safe to navigate at all times and the marine environment is protected.
- The project is based in Luganville Harbour, in Santo which has the second international Port in Vanuatu. There is no risk related to the delivery of this project as the project will be implemented by the local government partners.

B. Specification of Items:

Listed below are the items that SPC is looking to procure. Eligible bids will be accepted for any mix of below items.

No	Item Description	Quantity required	Total
1	Lateral buoys (Port and Starboard)	1 x port and 1 x starboard	2
2	Mooring solution with 36meters of chain per buoy	1 for port and 1 for starboard lateral buoy	2
3	Lanterns	1 x port and 1 x starboard lateral buoys	2
4	Cardinal Top marks with pedestal	1 x east, 1 x west, 1 x north, 2 x south	5
5	Cardinal lanterns	1 x east, 1 x west, 1 x north, 2 x south	5
6	Special marker buoys with pictogram	4 x special marks	4
7	Lanterns	4 x special marks	4
8	Mooring solution with 30 meters of chain	4 x special marks	4

	for special marks		
9	Leading lights	1x Front and 1 x Rear	2
	Freight cost to Port Vila, Vanuatu		

C. Functional Specification

The responsibility for safe navigation resides with the mariner, through the appropriate use of Aids to navigation in conjunction with official nautical documents. The AtoNs being procured are fixed and floating devices. These include:

- Lateral Buoys, following the sense of a 'conventional direction of buoyage'. Lateral marks in region A utilise red and green colours by day and night to denote the port and starboard sides of channels respectively
- Cardinal Marks, indicates that the deepest water in the area lies to the named side of the mark.
- Special Marks: are used to indicate a special area of feature whose nature may be apparent from reference to a chart or other nautical publication. The special buoy for this project is to mark the extent of the marine protected area (MPA) with the use of pictogram to indicate their purpose.
- Leading lights allow ships to be guided with precision along a portion of a straight route using the alignment of fixed lights (leading lights).

D. Design Specification

Minimum specification for the AtoN and associated services are as follows:

Criteria	Details
Lateral Buoys Cardinal marks Special marks	Suitable for day and night operation, for both sheltered and open-sea water. IALA compliant with pictograms
Lanterns	Self-contained LED lanterns Replaceable battery GPS synchronization
Service life	Minimum 10 years (1 year warranty) with minimum maintenance
Light Design Requirements	
Range/Distance	5 nm (T = 0.74)
Flash character	As per IALA guidelines
Environmental	Temperature 0° to +50°

E. Technical specification

The detailed description of the AtoNs are as follows:

Light Technical Features for lateral/wreck/cardinal buoys	
Light source	Ultra-bright LED diode, with high precision acrylic lens
LED average life	More than 100,000 hours
Flash rhythms	User selectable as per IALA guidelines

Solar module	Customised according to the type of AtoN
Battery	Maintenance free
Base	Glass fibre reinforced polyamide
Lens cover	UV stabilized polycarbonate/acrylic
Watertightness degree	IP 68
Light Technical Features for lead lights	
Light source	Ultra-bright LED diode, with high precision acrylic lens
Luminous range	Up to 10nm (T=0.74)
Power supply	Up to 36 W, adjustable
Vertical divergence	Up to 5°
Horizontal divergence	Up to 120°
Flash rhythms	User selectable
Day/night threshold	Adjustable between 10 and 400 lux
Materials and Environment for lead light	
Housing	Anodised marine aluminium
Lens	Acrylic, UV stablished
Lens cover	Acrylic
Watertightness degree	IP 67
Humidity resistance	100%. Pressure-compensation value to avoid condensation
Temperature range	0° to 70°C
Fixing	wall mounted
Buoy Technical Features	
Superstructure	
Material	Minimum 8mm thickness rotomoulded polyethylene
Top Mark	Marine grade aluminium
Radar reflector	internal
Lifting eye	1 or 2 nos.
Hardware	Stainless-steel
Focal Height	2 meters
Float	
Diameter	1.5 meters (wreck/lateral buoys) 0.8m for special buoys
Material	12mm thickness rotomoulded polyethylene for wreck/lateral buoys and 10mm thickness for special buoys
Filling	Foam
Top surface	Anti-sliding/slip resistance with stainless steel grab rails

Mooring Solution for 1.5m buoys	
Chain	U2 grade 26mm diameter, shackles and swivels
Sinker	Cast iron 1.5T
Cardinal top marks	
Stainless steel pedestal with integrated top mark according to cardinal type	

The contractor shall be an IALA industrial member, and all the items listed above should be IALA compliant and referenced to the appropriate recommendations and guidelines

F. Delivery Requirements

- (i) The supplier upon receipt of the contract for supply and the official approved SPC Purchase Order shall prepare delivery of all items as listed on the order preferably within the next week. The destination for delivery of the goods is:
 - Port Villa, Vanuatu
- (ii) The delivery date shall be stated clearly in the offer, and it is up to the bidder to decide on the optimum method of delivering the supplies.
- (iii) The delivery should be within the period (specified and agreed by contract). After 30 days of delay, SPC reserves the right to cancel the contract.
- (iv) Proposed delivery dates within the specified period will have no repercussion upon the evaluation of the bids. The delivery period may be negotiated with the successful bidder however, anticipated non-compliance should be specified within the submitted bid.
- (v) All Proposal costs (Annex 5) as part of the submission should be inclusive of any or all applicable taxes and customs duties for delivery to door mentioned in (i) above.
- (vi) The equipment shall be transported in a proper manner to prevent any transportation related damage and delivered in the condition as per expectation of the client. It is the responsibility of the successful bidder to ensure that the equipment is insured until such time the delivery is cleared and accepted by the receiver of the shipment. The successful bidder must indicate all the risks that are associated with the supply of the equipment, and how to mitigate the risks including COVID19 related requirements and clearances, insurances etc.
- (vii) The successful bidder will be responsible for settling any transportation-related damage claims and will be responsible for replacing the damaged equipment, at the request of SPC in a timely manner.

G. Warranty Requirement

- (i) The bidder shall precisely specify the warranty period and warranty coverage for items ordered by SPC. Items shall be issued with a reasonable warranty certificate. Should there be any manufacturing defects during the warranty period, the supplier shall replace the goods immediately at their own cost.

H. Reporting Arrangements

The contractor will be directly responsible to the Safety of Navigation and Hydrographic Officer , Mr Salesh Kumar saleshk@spc.int of SPC, for seeking approval/acceptance during the process for ordering and delivery of goods.

I. Scope of Bid Price and Schedule of Payments

- The contract will be awarded to the supplier that meets the requirements and demonstrates value for money for the equipment supplied.
- Upon satisfactory compliance with the delivery terms and conditions of the purchase order or the contract, SPC shall, unless otherwise provided on the purchase order, make payment within 30 days of receipt of the contractor's invoice for the goods delivered on board the designated ship and copies of the shipping documents specified in the purchase order or contract.

Milestone/deliverables	Deadline	% payment
Contract signing	Signing of contract	20
Upon confirmation of receipt of products	TBC	80
TOTAL		100

J. Annexes to the Specification of Goods

Please note that IALA guideline describes how to implement practices and recommendations specify what practices shall be carried out in order to comply with that recommendation, and may be referenced in full or part, in an IALA standard.

These documents can be accessed at the following links:

[IALA AISM \(iala-aism.org\)](http://iala-aism.org)

[Recommendations - IALA AISM \(iala-aism.org\)](http://iala-aism.org)

[Guidelines - IALA AISM \(iala-aism.org\)](http://iala-aism.org)

Part 4: PROPOSAL EVALUATION MATRIX

4.1 Evaluation criteria & Score Weight

A two-stage procedure will be utilised to evaluate the proposals, with evaluation of the technical proposal being completed prior to any financial proposal being opened and compared.

The competencies which will be evaluated are detailed in [Part 3](#).

The evaluation matrix bellow also reflects the obtainable score specified for each evaluation criterion (technical requirement) which indicates the relative significance or weight of the items in the overall evaluation process.

The technical component, which has a total possible value of 700 points, will be evaluated using the following criteria.

Evaluation criteria	Score Weight (%)	Points obtainable
Organisational requirements		
<ul style="list-style-type: none"> a) The contractor must be a registered IALA industrial member b) Bidder’s Letter of Application (Annex 1); c) Conflict of Interest Declaration (Annex 2); d) Information about the bidder and Due diligence (Annex 3); e) Technical proposal submission form (Annex4); 	Mandatory requirements Bidders will be disqualified if any of the requirements are not met	
Technical requirements		
Goods are manufactured to the IALA standards		
<p>The International Association of Marine Aids to navigation and Lighthouse Authorities (IALA) is a specialized organisation for world-wide improvement and harmonisation of Marine Aids to Navigation. IALA standards may contain normative and informative provisions. These provisions cover the following scope:</p> <ul style="list-style-type: none"> • Visual signalling • Range and performance • Design, implementation • Power systems • Floating aids to navigation • Environmental, sustainability, and legacy 	50%	490

These standards must be clearly referenced and adhered to for the goods manufactured and supplied		
Light – Technical Features		
<ul style="list-style-type: none"> • Light source, LED average life, flash rhythms, solar module • Battery, base, lens cover, watertightness degree • Housing, power supply, vertical and horizontal divergence, temperature range 	30%	210
Buoy Technical Features		
<ul style="list-style-type: none"> • Superstructure materials, top mark, radar reflector, lifting eye, hardware, focal height, float diameter, filling, sinker type, chain grade 	20%	140
Total Score	100%	700
Qualification score	70%	490

4.2 Financial evaluation

The financial component of the proposal will be scored on the basis of overall costs for the delivery of the goods and financial incentives and benefits provided to SPC. The lowest financial proposal will be awarded maximum 300 points and other financial offers and incentives will be awarded points as per the formula below:

$$\text{Financial Proposal score} = (\text{Lowest Price} / \text{Price under consideration}) \times 300$$

Part 5: PROPOSAL SUBMISSION FORMS

Annex 1: BIDDER'S LETTER OF APPLICATION

Dear Sir /Madam:

Having examined the Solicitation Documents, the receipt of which is hereby duly acknowledged, we the undersigned, offer to supply the required goods for the sum as may be ascertained in accordance with the Financial Proposal attached herewith and made part of this proposal.

We acknowledge that:

- SPC may exercise any of its rights set out in the Request for Proposal documents, at any time;
- The statements, opinions, projections, forecasts or other information contained in the Request for Proposal documents may change;
- The Request for Proposal documents are a summary only of SPC's requirements and is not intended to be a comprehensive description of them;
- Neither the lodgement of the Request for Proposal documents nor the acceptance of any tender nor any agreement made subsequent to the Request for Proposal documents will imply any representation from or on behalf of SPC that there has been no material change since the date of the Request for Proposal documents, or since the date as at which any information contained in the Request for Proposal documents is stated to be applicable;
- Excepted as required by law and only to the extent so required, neither SPC, nor its respective officers, employees, advisers or agents will in any way be liable to any person or body for any loss, damage, cost or expense of any nature arising in any way out of or in connection with any representations, opinions, projections, forecasts or other statements, actual or implied, contained in or omitted from the Request for Proposal documents.

We undertake, if our proposal is accepted, to commence and complete delivery of all items in the contract within the time frame stipulated.

We understand that you are not bound to accept any proposal you may receive and that a binding contract would result only after final negotiations are concluded on the basis of the Technical and Financial Components proposed.

For the Bidder: *[insert name of the company]*

Signature:

Name of the Bidder's representative: *[insert name of the representative]*

Title: *[insert Title of the representative]*

Date: *[Click or tap to enter a date]*

Annex 2: CONFLICT OF INTEREST DECLARATION

INSTRUCTIONS TO BIDDERS

What is a conflict of interest?

A conflict of interest may arise from economic or commercial interests, political, trade union or national affinities, family, cultural or sentimental ties, or **any other type of relationship or common interest between the bidder and any person connected with the contracting authority** (SPC staff member, consultant or any other expert or collaborator mandated by SPC).

Always declare a conflict

The existence of a potential or apparent conflict of interest does not necessarily prevent the bidder concerned from taking part in a tender process. **However, the declaration of the existence of such a conflict by the persons concerned is essential and allows SPC to take appropriate measures to mitigate it and prevent the associated risks.**

Bidders are therefore invited to declare any situation, fact or link which, to their knowledge, could generate a real, potential or apparent conflict of interest.

Declaration at any time

Conflicts of interest may arise at any time during the procurement process or the implementation of a contract (e.g. new partner in the project) or as a result of a change in personal life (e.g. marriage, inheritance, financial transaction, creation of a company). If such a relationship is found and could be perceived by a reasonable person as likely to influence a decision, a declaration of the situation is necessary. In case of doubt, a conflict situation must be declared.

Declaration for any person involved

A declaration must be completed for each person involved in the tender (principal representative of the bidder, possible subcontractors, consultant, etc.)

Failure

Failing to declare a potential conflict of interest may result in the bidder being refused a contract or placed on SPC's list of non-responsible suppliers.

DECLARATION

I, the undersigned, *[name of the representative of the Bidder]*, acting in the name and on behalf of the company *[name of the company]*, declare that:

<input type="checkbox"/>	To my knowledge, I am not in a conflict-of-interest situation
<input type="checkbox"/>	There is a potential conflict of interest with regard to my <i>[Choose an item]</i> . relationship with <i>[name of the person concerned]</i> in his or her capacity as <i>position/role/personal or family link with the person concerned</i> , although, to the best of my knowledge, this person is not directly or indirectly involved in any stage of the procurement process
<input type="checkbox"/>	I may be in a conflict of interest with regard to my <i>[Choose an item]</i> relationship with <i>[name of the person concerned]</i> in his or her capacity as <i>position/role/personal or family link with the person concerned</i> , as this person is, to the best of my knowledge, directly or indirectly linked to the procurement process
<input type="checkbox"/>	To my knowledge, there is another situation that could potentially constitute a conflict of interest: <i>[Describe the situation that may constitute a conflict of interest]</i>

In addition, I undertake to:

- declare, without delay, to SPC any situation that constitutes a potential conflict of interest or is likely to lead to a conflict-of-interest;
- not to grant, seek, obtain or accept any advantage, whether financial or in kind, to or from any person where such advantage constitutes an unfair practice or an attempt at fraud or corruption, directly or indirectly, or constitutes a gratuity or reward related to the award of the contract;
- to provide accurate, truthful and complete information to SPC in connection with this procurement process.

I acknowledge that I and/or my company and/or my business partners who are jointly and severally bidding on the RFP *[SPC Reference]* may be subject to sanctions such as being placed on SPC's list of non-responsible vendors, if it is established that false statements have been made or false information has been provided.

For the Bidder: *[insert name of the company]*

Signature:

Name of the representative: *[insert name of the representative]*

Title: *[insert Title of the representative]*

Date: *[Click or tap to enter a date]*

Annex 3: INFORMATION ABOUT THE BIDDER AND DUE DILIGENCE

Please complete the following questionnaire and provide supporting documents where applicable.

VENDOR INFORMATION			
Are you already registered as an SPC vendor?		<input type="checkbox"/> Yes	<input type="checkbox"/> No
If 'No', please complete the form. If 'Yes', do you have any information to update?		<input type="checkbox"/> Yes	<input type="checkbox"/> No
If 'Yes', please complete the form. If 'No', sign directly the form without completing it			
1. Please provide information related to your entity.			
Company name	<i>[Enter company name]</i>	Address	<i>[Enter address]</i>
Director/CEO	<i>[Enter name of the executive person]</i>	Position	<i>[Enter position of the executive person]</i>
Business Registration/License number	<i>[Enter company registration/license number (or tax number)]</i>		
Date of business registration	<i>[Enter date of business registration]</i>		
Country of business registration	<i>[Enter country of business registration]</i>		
Status of the entity:			
<input type="checkbox"/> For-profit entity (company), <input type="checkbox"/> NGO, <input type="checkbox"/> International organisation, <input type="checkbox"/> Government body, <input type="checkbox"/> University, <input type="checkbox"/> Association, <input type="checkbox"/> Research Institute, <input type="checkbox"/> Other: <i>[insert details]</i>			
2. Please provide the following documents (or any other relevant documents according to your national legislation) to verify the legal existence of the entity, the authority of its officer and proof of its address:			
<input type="checkbox"/> Evidence of the power of attorney or board resolution granted to the officer to transact business on its behalf or any other document delegating authority <input type="checkbox"/> Certificate of business registration/license <input type="checkbox"/> Memorandum, Articles or Statutes of Association <input type="checkbox"/> Telephone or electricity bill in the name of the entity <input type="checkbox"/> Bank statement bearing the name of the entity			
3. How many employees does your company and its subsidiaries have?		<i>[provide answer]</i>	
4. Do you have professional insurance against all risks in respect of your employees, sub-contractors, property and equipment?		<input type="checkbox"/> Yes	<input type="checkbox"/> No
5. If 'no', what type of business insurance do you have?		<i>[provide answer]</i>	
6. Are you up to date with your tax and social security payment obligations?		<input type="checkbox"/> Yes	<input type="checkbox"/> No
7. Is your entity regulated by a national authority?		<input type="checkbox"/> Yes	<input type="checkbox"/> No
<i>If you answered 'yes', please specify the name:</i>		<i>[Insert name of the national regulation authority]</i>	
8. Is your entity a publicly held company?		<input type="checkbox"/> Yes	<input type="checkbox"/> No
9. Does your entity have a publicly available annual report?		<input type="checkbox"/> Yes	<input type="checkbox"/> No
<i>Please send SPC your audited financial statement from the last 3 financial years if available</i>			

DUE DILIGENCE			
10. Does your entity have foreign branches and/or subsidiaries?		<input type="checkbox"/> Yes	<input type="checkbox"/> No
<i>If you answered 'yes' to the previous question, please confirm the branches.</i>			
• Head Office & domestic branches		<input type="checkbox"/> Yes	<input type="checkbox"/> No
• Domestic subsidiaries		<input type="checkbox"/> Yes	<input type="checkbox"/> No
• Overseas branches		<input type="checkbox"/> Yes	<input type="checkbox"/> No
• Overseas subsidiaries		<input type="checkbox"/> Yes	<input type="checkbox"/> No
11. Does your entity provide financial services to customers determined to be high risk including but not			

limited to:					
Foreign Financial Institutions	<input type="checkbox"/> Yes	<input type="checkbox"/> No	Casinos	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Cash Intensive Businesses	<input type="checkbox"/> Yes	<input type="checkbox"/> No	Foreign Government Entities	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Non-Resident Individuals	<input type="checkbox"/> Yes	<input type="checkbox"/> No	Money Service Businesses	<input type="checkbox"/> Yes	<input type="checkbox"/> No
<input type="checkbox"/> Other, please provide details:			[Provide details]		
12.If you answered 'yes' to any of the boxes in question 11, does your entity's policies and procedures specifically outline how to mitigate the potential risks associated with these higher risk customer types?				<input type="checkbox"/> Yes	<input type="checkbox"/> No
If you answered 'yes', please explain how:				[Provide explanation]	
13.Does your entity have a written policy, controls and procedures reasonably designed to prevent and detect fraud, corruption, money laundering or terrorist financing activities?				<input type="checkbox"/> Yes	<input type="checkbox"/> No
If 'yes', please send SPC your policy in English.					
14.Does your entity have an officer responsible for anti-corruption, or anti-money laundering and counter-terrorism financing policy?				<input type="checkbox"/> Yes	<input type="checkbox"/> No
If yes, please state that officer's contact details:			[Insert name and contact details of your officer in charge]		
If 'no', what process does your entity have in place to prevent and detect money laundering or terrorist financing activities?				[provide answer]	
15.Has your entity or any affiliated entity ever filed for bankruptcy?				<input type="checkbox"/> Yes	<input type="checkbox"/> No
16.Have any of the entity's current or former directors or CEO filed for bankruptcy?				<input type="checkbox"/> Yes	<input type="checkbox"/> No
17.Has your entity ever been the subject of any investigations or had any regulatory or criminal enforcement actions resulting from violations of any laws or regulations, including those relating to money laundering or terrorism financing?				<input type="checkbox"/> Yes	<input type="checkbox"/> No
If you answered 'yes', please provide details:				[Provide details]	
18.Has the director or CEO of your entity ever been the subject of any investigations or had any regulatory or criminal enforcement actions resulting from violations of any laws or regulations, including those relating to money laundering or terrorism financing?				<input type="checkbox"/> Yes	<input type="checkbox"/> No
If you answered 'yes', please provide details:				[Provide details]	

SOCIAL AND ENVIRONMENTAL RESPONSIBILITY (SER)

19.Does your entity have a written policy, controls and procedures to implement its Social and Environmental Responsibility (SER) commitments?				<input type="checkbox"/> Yes	<input type="checkbox"/> No
If yes, please send SPC your policy in English.					
Does your Policy cover the followings?					
<input type="checkbox"/> Child protection <input type="checkbox"/> Human rights <input type="checkbox"/> Gender equality <input type="checkbox"/> Social inclusion <input type="checkbox"/> Sexual harassment, abuse or exploitation <input type="checkbox"/> Environmental responsibility					
Please, outline the major actions you have undertaken in these areas:			[provide answer]		
20.Does your entity have an officer responsible for Social and Environmental Responsibility (SER)?				<input type="checkbox"/> Yes	<input type="checkbox"/> No
If yes, please state that officer's contact details:			[Insert name and contact details of your officer in charge]		
If 'no', what process does your entity have in place to ensure your social and environmental responsibility?				[provide answer]	

I declare that the particulars given herein above are true, correct and complete to the best of my knowledge, and the documents submitted in support of this form are genuine and obtained legally from the respective issuing authority.

I declare that none of the funds received or to be received by my company will be used for criminal activities, including financing terrorism or money laundering.

By sending this declaration to SPC, I agree that my business and personal information may be used by SPC for due diligence purposes. I also understand and accept that SPC will treat any personal information it receives in connection with my proposal in accordance with its [Privacy Policy](#), and the [Guidelines for handling personal information of bidders and grantees](#).

For the Bidder: *[insert name of the company]*

Signature:

Name of the representative: *[insert name of the representative]*

Title: *[insert Title of the representative]*

Date: *[Click or tap to enter a date]*

Annex 4: TECHNICAL PROPOSAL SUBMISSION FORM

INSTRUCTIONS TO BIDDERS

The Technical Proposal Submission Form is a table that includes the technical criteria (set out in Part 3) on which bidders will be scored and allows the bidder to respond to them. This table is then used by the technical evaluation committee to score the technical proposals received.

Submissions to include manufactures data sheet where possible.

Organisational Requirements	
<i>Evaluation criteria</i>	<i>Response by Bidder</i>
a) The contractor must be a registered IALA industrial member b) Bidder's Letter of Application (Annex 1); c) Conflict of Interest Declaration (Annex 2); d) Information about the bidder and Due diligence (Annex 3); e) Technical proposal submission form (Annex4);	
Technical Requirements	
<i>Evaluation criteria</i>	<i>Response by Bidder</i>
Goods are manufactured to the IALA standards The International Association of Marine Aids to navigation and Lighthouse Authorities (IALA) is a specialized organisation for worldwide improvement and harmonisation of Marine Aids to Navigation. IALA standards may contain normative and informative provisions. These provisions cover the following scope: <ul style="list-style-type: none"> • Visual signalling • Range and performance • Design, implementation • Power systems • Floating aids to navigation • Environmental, sustainability, and legacy These standards must be clearly referenced and adhered to for the goods manufactured and supplied	<i>[Bidder's answer]</i>
Light – Technical Features	
<ul style="list-style-type: none"> • Light source, LED average life, flash rhythms, solar module • Battery, base, lens cover, watertightness degree • Housing, power supply, vertical and horizontal divergence, 	<i>[Bidder's answer]</i>

temperature range	
Buoy Technical Features	
<ul style="list-style-type: none"> Superstructure materials, top mark, radar reflector, lifting eye, hardware, focal height, float diameter, filling, sinker type, chain grade 	<i>[Bidder's answer]</i>

Item	QTY	Total	Availability of Item in Stock	Alternative	Details about Quality (including brand, durability against environment and origin)	Estimated lifetime
Lateral buoys (Port and Starboard)	1 x port and 1 x starboard	2				
Mooring solution with 36meters of chain per buoy	1 for port and 1 for starboard lateral buoy	2				
Lanterns	1 x port and 1 x starboard lateral buoys	2				
Cardinal Top marks with pedestal	1 x east, 1 x west, 1 x north, 2 x south	5				
Cardinal lanterns	1 x east, 1 x west, 1 x north, 2 x south	5				
Special marker buoys with pictogram	4 x special marks	4				
Lanterns	4 x special marks	4				
Mooring solution with 30 meters of chain for special marks	4 x special marks	4				
Leading lights	1x Front and 1 x Rear	2				

Bidders are encouraged to provide any documents, brochures, photos they may have or alternatively to provide a catalogue of goods with **NO PRICE** as part of their technical proposal.

For the Bidder: *[insert name of the company]*

Signature:

Name of the representative: *[insert name of the representative]*

Title: *[insert Title of the representative]*

Date: *[Click or tap to enter a date]*

Annex 5: FINANCIAL PROPOSAL SUBMISSION FORM

FINANCIAL PROPOSAL SUBMISSION FORM – GOODS

INSTRUCTIONS TO BIDDERS

In their financial proposal, bidders should detail as much as possible the price requested in response to the technical specifications.

Wherever possible, the unit prices of the individual goods should be indicated, followed by the total amount (including any additional services and any other costs associated with the delivery of the goods).

Good detail in their financial proposal helps bidders to give clarity and transparency to their proposal and makes it easier for SPC to score the proposals received.

The contract to be concluded with the selected bidder must mention all the costs incurred for the execution of the assignment entrusted to him (including insurance, packaging, delivery costs, unloading, etc., where applicable). No additional costs can be claimed from SPC after the contract has been signed.

Bidders must also mention any special conditions relating to the amount of their proposal or the terms of payment.

The financial proposal must be submitted inclusive of taxes in accordance with the applicable legislation. However, the final amount of the awarded contract may be paid to the successful bidder inclusive or exclusive of taxes, depending on the tax exemptions enjoyed by SPC as an intergovernmental organisation in its member countries and territories.

The following form is given as an indication, the bidder may submit its financial proposal to SPC in another format, provided that it complies with the instructions detailed in this RFP.

BIDDER'S FINANCIAL PROPOSAL – GOODS

<i>Aids to Navigation Equipment</i>			
Goods description	Price EU	Total quantity	Total Amount EU
Lateral buoys (Port and Starboard)	<i>[unit price]</i>	<i>[quantity]</i>	<i>[total amount]</i>
Mooring solution with 36meters of chain per buoy	<i>[unit price]</i>	<i>[quantity]</i>	<i>[total amount]</i>
Lanterns	<i>[unit price]</i>	<i>[quantity]</i>	<i>[total amount]</i>
Cardinal Top marks with pedestal	<i>[unit price]</i>	<i>[quantity]</i>	<i>[total amount]</i>
Cardinal lanterns	<i>[unit price]</i>	<i>[quantity]</i>	<i>[total amount]</i>
Special marker buoys with pictogram	<i>[unit price]</i>	<i>[quantity]</i>	<i>[total amount]</i>
Lanterns	<i>[unit price]</i>	<i>[quantity]</i>	<i>[total amount]</i>
Mooring solution with 30 meters of chain for special marks	<i>[unit price]</i>	<i>[quantity]</i>	<i>[total amount]</i>
Leading lights	<i>[unit price]</i>	<i>[quantity]</i>	<i>[total amount]</i>
Total Package 1			<i>[Total 1]</i>

Total amount	
Freight to Port Vila, Vanuatu	<i>[total other costs]</i>
GRAND TOTAL	

No payment will be made for items which have not been priced. Such items are deemed to be covered by the financial offer.

Bidders will be deemed to have satisfied themselves, before submitting their proposal and to its correctness and completeness, taking into account of all that is required for the full and proper performance of the contract and to have included all costs in their rates and prices.

For the Bidder: *[insert name of the company]*

Signature:

Name of the representative: *[insert name of the representative]*

Title: *[insert Title of the representative]*

Date: *[Click or tap to enter a date]*