



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

PROCUREMENT DEPARTMENT

Thessaloniki, 3<sup>rd</sup> July 2018

Ref.No.:6205/5.7.2018

## REQUEST FOR TENDER

### FOR THE PURCHASE OF ONE (1) SINGLE LIFT SPREADER SHIP TO SHORE 2

<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>	7/7/2018
<b>TENDERS CLOSE AT</b>	28/7/2018 22 :00 Athens Time
<b>AWARD CRITERION</b>	Total cost of ownership  Reliability  Delivery time
<b>CONTACT FOR FURTHER INFORMATION</b>	Tender enquiries are to be directed to:  <u>Technical contact</u> :  Name : Dimitrios Tsitsamis  E-mail : <a href="mailto:dtsitsamis@thpa.gr">dtsitsamis@thpa.gr</a>  Telephone : +302310593620  <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**

### **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

### **1.2 Scope of tender.**

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 (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 Container Terminal.

The scope of this tender call is the purchase of one Ship-to-Shore gantry Crane Spreader, destined to our Rockas Crane STS 2

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

### **1.3 Procedure type**

Open procedure

## **2. OFFERS' SUBMISSION – OFFER DOCUMENTATION**

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.

### **Offers' Submission – Time limit - Form**

Clarification and questions: At any time until 20 of July, the bidders can ask questions to THPA by email. Questions and answers will be disclosed to all bidders. Questions shall be sent to Procurement department [cathanasiou@thpa.gr](mailto:cathanasiou@thpa.gr) / Copy [mriondel@thpa.gr](mailto: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 **28<sup>th</sup> of July 22.00** Athens time. An acknowledgment will be sent by THPA. The offer shall be sent to [cathanasiou@thpa.gr](mailto:cathanasiou@thpa.gr), [mriondel@thpa.gr](mailto:mriondel@thpa.gr) (both emails)

### **Form of the bid:**

The offer shall include only pdf files.

### **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. The technical and financial bid well detailed and duly signed. This proposal shall mention:
  - I. The description of the spreader
  - II. The timing for delivery and installation on THPA crane
  - III. The quotation of the stock of spare parts that you recommend for the first 8 months. THPA reserves itself the right to order fully or partially these spare parts, and to increase some quantities if requested.
  - IV. The warranties applicable to the spreader
  - V. The terms of payments proposed by the bidder. If there is any down payment, the successful bidder will provide a refund guarantee.
  - VI. The catalog of spare part, with price and the price validity. The discount that you will apply to THPA for a specified period
  - VII. The list of spare parts that you recommend to buy with the spreader
- c. A short presentation of your company
- d. The commercial and technical documentation of the spreader proposed
- e. Your last audited financial statements
- f. A certificate of incorporation or registration
- g. TAX Number certificate in country of origin or equivalent
- h. The contacts of representatives in Greece, if any.

#### 2. The submission letter shall include:

- I. 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

#### Offers' Validity

The proposal shall be firm and valid until **15<sup>th</sup> November 2018**

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.

#### Award Criterion

The choice of the equipment will be based on the quality of the equipment, the price (ant total cost of ownership), the delivery time, the warranties and the support from manufacturer.

#### Transportation terms-delivery

The manufacturer shall deliver the equipment in Thessaloniki Port and install it on the crane with the support of THPA technical team. He shall provide all applicable certificates.

#### **3. Attachments:**

- The specification requests for the ship to shore crane
- The drawing of the head blocks
- The form of contract to be signed by THPA and the selected suppliers. Elements of the successful Offer will be incremented in this draft.

**SOTIRIOS THEOFANIS**

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