



Info Session

Supply of Agricultural machines 2

For the operations of project named
“Sustainable Agricultural Mechanization
System Improvement in Minia and Fayoum
Governorates - SAMSIMIFA – Egypt

Introduction

The Supplies tender is a part of “SAMSIMIFA project” which is a MAECI-funded programme through a soft-loan agreement between the Government of Italy and the Government of Egypt

Content of Tender Dossier

1. Contract Notice;
2. Instructions to tenderers
3. Draft contract
4. Detailed List of Equipment locations
5. Special conditions
 - i. Annex C&D (Request for disbursement and Discharge Receipt)
6. Annex I: general conditions
7. Annex II + III: technical specifications + technical offer
8. Annex IV: budget breakdown (model financial offer);
9. Legal Entity File (LEF);

Content of Tender Dossier

10. Financial Identification form (FIF)
11. Tender Guarantee form;
12. Performance Guarantee form;
13. Pre-finance Guarantee form;
14. Administrative compliance grid
15. Evaluation grid (Technical examination);
16. Provisional/Final Acceptance Certificate
17. Tender form for a supply contract – Declaration of honor
18. Eligibility Criteria, Ethical Clause, Contract General Principles

Contract notice

1. Publication Reference

2/IOT/2019-Agricultural Machine 2

2. Procedure

Open

3. Programme title

“Sustainable Agricultural Mechanization System Improvement in Minia and Fayoum Governorates – SAMSIMIFA”.

Contract notice

4. Financing

F. ROT/AID 14/006/0

5. Contracting Authority

Ministry of Agriculture and Land Reclamation of
Egypt

Contract notice

6. Description of the contract:

The Ministry of Agriculture and Land Reclamation is tendering this contract with the aim of providing agricultural machines to support the agricultural mechanization process in Minia and Fayoum Governorates

Contract notice

7. Number of Lots

This tender is divided into 8 lots as follow:

- Lot 1: Tractors 1
- Lot 2: Tractors 2
- Lot 3: Tractors 3
- Lot 4: Orchard tractors
- Lot 5: SELF-PROPELLED combine harvester bine
- Lot 6: Agriculture machines and implements 1
- Lot 7: Agriculture machines and implements 2
- Lot 8: Workshop tools kit

Contract notice

7. Number of Lots

The equipment to be provided in each Lot is to be delivered **DAP**, (Delivered At Place) to the places of Delivery listed in Annex 4 “4. Detailed list_Equipment Locations - MACHINES 1”

Contract notice

8. Eligibility:

Participation is open to Italian natural persons who are nationals of and Italian legal persons (participating either individually or in a grouping - consortium - of tenderers) which are effectively established in Italy.

N.B: *Before the signature of the contract, the awarded tenderer must provide the list of authorized agents, established in Egypt, for the maintenance of each of the machines supplied. Documentary proof of agreements with the above-mentioned agents, duly signed by the parties, must also be provided*

Contract notice

9. Rules of Origin:

All supplies under this contract must have Italian origin, and purchased in Italy, for at least 80% of the offer value.

Supplies of non-Italian origin (OECD Countries, Egypt and other neighbouring countries) can cover a value up to 20% of the offer value.

Contract notice



At least 80%(+) of the offer value must hold Italian origin

Up to 20% (-) of the offer value could hold a non-Italian origin

(OECD countries, Neighborhood countries, Egypt)



Contract notice

10. Number of tenders:

- Tenderers may submit only one tender per lot;
- Tenders for parts of the lot will not be considered;
- Tenderers may submit more than one option for the same machine(s) required in the tender dossier;
- Any tenderer may state in its tender that it would offer a discount in the event that its tender is accepted for more than one lot

Contract notice – Terms of participation

11. Tender guarantee:

Tenderers must provide at least the 2% of the value of the tender for each lot - *this guarantee will be released to unsuccessful tenderers once the tender procedure has been completed and to the successful tenderer[s] upon signature of the contract by all parties.*

Any modification to guarantee form might lead to elimination of the offer

Contract notice

12. Performance guarantee and Pre-financing guarantee:

- The successful tenderer will be asked to provide a performance guarantee of **10 %** of the amount of the contract at the signing of the contract;
- The successful tenderer will be asked to provide a pre-financing guarantee of **25%** of the amount of the contract after the coming into force of the contract

Contract notice

Tender
Guarantee

- 2% of the contract value for each lot

Performance
Guarantee

- 10% of contract value

Pre-financne
guarantee

- 25% of contract value

Contract notice

14. Tender validity:

Tenders must remain valid for a period of **120 days** after the deadline for submission of tenders.

TIMELINE

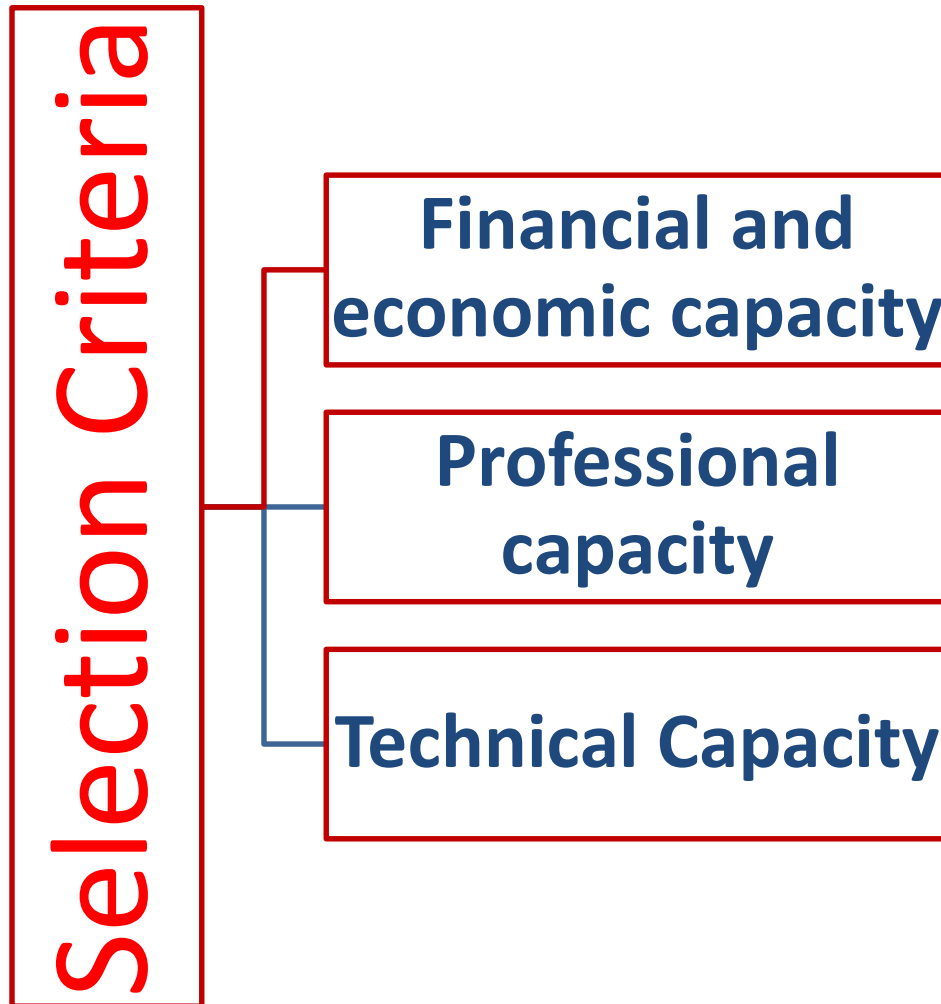


Contract notice

15. Period of Implementation of tasks: (from the date of coming into force)

- The period of implementation of tasks for each of the lots will be **150 days**.

Contract notice – Selection and award criteria



Contract notice – Selection and award criteria

- **Economic and financial capacity of the tenderer :**
 - the average annual turnover for the past 3 financial years (2016;17 &18) must exceed the **contract value**; If tendering for more than one lot, the tenderer must satisfy this criterion cumulatively;
 - Current ratio (current assets/current liabilities) in the last year must be **at least 1**. In case of a consortium, this criterion must be fulfilled by each member.

N.B: these selection criteria will be applied to the consortium as a whole. The selection criteria are applied for all the cumulated lots.

Contract notice – Selection and award criteria

- **Professional capacity of the tenderer:**
 - Number of staff currently are working for the tenderer in a field related to this tender **should be 6 or more.**
 - The tenderer must demonstrate to have the capacity to **delivering training** in the target areas on each of the machines listed in the tender dossier, as detailed in the Technical Specifications.

Contract notice – Selection and award criteria

- **Technical capacity of candidate:**
 - The Tenderer shall provide **at least two references** of successful supply, delivery, unloading, maintenance, training and after-sales services of similar items over the past 3 (three) years (2016;17&18) as from the submission deadline: i) **at least one contract in a field related to the lot(s) tendered for;** ii) **at least one contract in MENA region.** The rule is applied also in the case of tendering for more than one lot.

Contract notice – Selection and award criteria

- **Technical capacity of candidate (Cont'):**
 - The Tenderer shall be capable of ensuring maintenance and technical assistance during the warranty period by the presence of a local agent(s) authorized by the Mother-company for each item tendered, covering the target areas of delivery.

Contract notice

19. Award criteria:

Price

20. How to obtain the tender dossier:

- SAMSIMIFA project: http://samsimifa.org/en_open_tenders.php (official source of information)
- CIHEAM Bari: http://www.iamb.it/en/call_for_tenders (official source of information)
- FAR: <http://far-malr.gov.eg/en/index.php/news> (linked to the project's website)
- MALR: http://www.agr-egypt.gov.eg/?page_id=26 (linked to the project's website)
- AICS: <https://ilcairo.aics.gov.it/home/opportunities/tenders/> (linked to the project's website)

Contract notice

19. Clarifications:

Dr. Hesham A. Moneim Farag

Ministry of Agriculture and Land Reclamation,

Agricultural Engineering Research Institute (AEnRI)

SAMSIMIFA OFFICE, Nadi El Saeed Street, Doqqi, Giza
Governorate, Cairo, EGYPT

tenderagrimachines2@samsimifa.org

At least 21 days before the deadline for submission of tenders

Answers will be communicated to public via websites at least **11 days** before the submission deadline

Contract notice

19. Deadline for submission of the tenders

30/04/2020, 1:30pm Cairo local time.

N.B. Any tender received by the Contracting Authority after this deadline will not be considered.

Contract notice

20.Tender opening session:

03/05/2020, 11am Cairo local time, at:

Ministry of Agriculture and Land Reclamation,

Agricultural Engineering Research Institute

(AEnRI), SAMSIMIFA OFFICE

Nadi El Saeed Street, Doqqi, Giza Governorate,
Cairo, EGYPT

Instructions to Tenderers

- **Type of contract**

Price

- **Currency**

Tenders must be presented in Euro

- **Period of validity**

Tenderers will be bound by their tenders for a period of 120 days from the deadline for the submission of tenders

Instructions to Tenderers

- **Lots:**
 - The tenderer may submit a tender for one lot, several or all of the lots;
 - Each lot will form a separate contract;
 - A tenderer may include in its tender the overall discount - The discount should be clearly indicated for each lot;
 - If the tenderer is awarded more than one lot, a single contract may be concluded covering all those lots.

Instructions to Tenderers

- **Language of tenders:**

The tenders, all correspondence and documents must be written in the language of the procedure, which is English

« If the supporting documents are not written in one of the official languages of the European Union, a translation into the language of the call for tender must be attached «

Instructions to Tenderers

- **Submission of tenders**

- The contracting authority must receive the tender on or before the deadline, tender will be received after the deadline will be automatically excluded;
- The tenders must be sent either by recorded delivery (official postal service) or hand delivered to the following address:

Instructions to Tenderers

- **Submission of tenders**

Ministry of Agriculture and Land Reclamation,
Agricultural Engineering Research Institute (AEnRI)

SAMSIMIFA OFFICE

Nadi El Saeed Street, Doqqi, Giza Governorate, Cairo.

EGYPT

Agricultural Engineering Research Institute (AEnRI) of MALR, SAMSIMIFA Project's office is open from 9.00 am to 2.00 pm, Sunday to Thursday. It is closed on Friday, Saturdays, and Egyptian official holidays.

Instructions to Tenderers

- **Submission of tenders (Cont’)**

All tenders must be submitted in **one original**, marked “original”, and **six copies** signed in the same way as the original and marked “copy”.

Instructions to Tenderers

- **Submission of tenders (Cont')**

All tenders must be received at the above-mentioned address on or before the deadline 30/04/2020, at 1:30pm Cairo local time, by registered letter with acknowledgement of receipt or hand-delivered against receipt signed by Mr. Ahmed Mostafa Mohamed El-Said.

Instructions to Tenderers

- **Submission of tenders (Cont')**

The tenderer must comply with the following transmission terms:

- Technical and financial tenders must be placed each in **a single sealed envelope**, itself placed in a package or outer sealed envelope, unless the volume of the documents requires a separate submission for each lot.

Instructions to Tenderers

- **Submission of tenders (Cont')**

The tenderer must comply with the following transmission terms:

- In order to maintain the confidentiality and integrity of tenders, they must be sent under **double cover**. The two envelopes shall be sealed and bear a distinctive mark identifying the tenderer;

Instructions to Tenderers

- **Submission of tenders (Cont’):**

The following label must be attached to the outer envelope:

Name of the Tenderer: _____

The number of the lot(s) tendered for (when applicable): _____

Ministry of Agriculture and Land Reclamation,
Agricultural Engineering Research Institute (AEnRI)

SAMSIMIFA OFFICE

Nadi El Saeed Street, Doqqi, Giza Governorate, Cairo.

EGYPT

INVITATION TO TENDER - 2/IOT/2019-Agricultural Machine 2

NOT TO BE OPENED BY THE RECEPTION DESK OR MAIL SERVICE OR ANY UNAUTHORISED PERSON

لا يجوز فتح العرض من قبل مكتب الاستقبال، خدمات البريد او اي شخص غير مسنول/مفوض

Instructions to Tenderers

- **Submission of tenders (Cont'):**

The outer envelope shall contain **3 single sealed inner envelopes**, as it follows:

Inner Envelop 1 (Documents for Opening session) with the label as described here below, containing the following documents relevant to the opening session:

- Tender form and its annexes
- Tender guarantee
- Legal entity form
- Financial entity form

With following label:

Instructions to Tenderers

DOCUMENTS FOR OPENING SESSION

Name of the Tenderer: _____

The number of the lot(s) tendered for: _____

Ministry of Agriculture and Land Reclamation,
Agricultural Engineering Research Institute (AEnRI)
SAMSIMIFA OFFICE

INVITATION TO TENDER - 2/IOT/2019-Agricultural Machine 2

Bid from (name of tenderer)

**NOT TO BE OPENED BY THE RECEPTION DESK OR MAIL SERVICE OR ANY
UNAUTHORISED PERSON**

لا يجوز فتح العرض من قبل مكتب الاستقبال، خدمات البريد اواي شخص غير مسئول/مفوض

(In English and Arabic)

Instructions to Tenderers

Inner Envelop 2 (Technical Offer) with the label as described here below, containing the Technical Offer:

Instructions to Tenderers

Technical Offer

Name of the Tenderer: _____

The number of the lot(s) tendered for: _____

Ministry of Agriculture and Land Reclamation,
Agricultural Engineering Research Institute (AEnRI)
SAMSIMIFA OFFICE

INVITATION TO TENDER - 2/IOT/2019-Agricultural Machine 2

Bid from (name of tenderer)

**NOT TO BE OPENED BY THE RECEPTION DESK OR MAIL SERVICE OR ANY
UNAUTHORISED PERSON**

لا يجوز فتح العرض من قبل مكتب الاستقبال، خدمات البريد اواي شخص غير مسئول/مفوض

(In English and Arabic)

Instructions to Tenderers

Inner Envelop 2 (Financial Offer) with the label as described here below, containing the Financial Offer:

Instructions to Tenderers

Financial Offer

Name of the Tenderer: _____

The number of the lot(s) tendered for: _____

Ministry of Agriculture and Land Reclamation,
Agricultural Engineering Research Institute (AEnRI)
SAMSIMIFA OFFICE

INVITATION TO TENDER - 2/IOT/2019-Agricultural Machine 2

Bid from (name of tenderer)

NOT TO BE OPENED BY THE RECEPTION DESK OR MAIL SERVICE OR ANY
UNAUTHORISED PERSON

لا يجوز فتح العرض من قبل مكتب الاستقبال، خدمات البريد اواي شخص غير مسئول/مفوض

(In English and Arabic)

Instructions to Tenderers

Submission of tenders (Cont'):

Note:

Any infringement of these rules (e.g., unsealed envelopes or references to price in the technical offer) constitutes an irregularity which will lead to rejection of the tender.

Instructions to Tenderers

Submission of tenders (Cont'):

RECOMMENDATION:

It is strongly recommended that the tenders are submitted in **an environmentally friendly way**, e.g. double-sided printing, limiting attachments to what is required in the technical specifications, avoiding plastic folder and binders.

Instructions to Tenderers

- **Content of tenders:**



Instructions to Tenderers

- **Content of tenders (Cont'):**

- 1. Technical offer:**

The technical offer should be presented as per template (**Annex II+III***, **Contractor's technical offer**) adding separate sheets for details if necessary

Instructions to Tenderers

- **Content of tenders (Cont'):**

1. **Technical offer:**

- a detailed description of the supplies tendered in conformity with the technical specifications, including any documentation required, including if applicable:

- a list of the spare parts and consumables recommended by the manufacturer for lots 1 to 7;
- training proposal (indicate logistics required from CA) for lots 1 to 7; the programme training shall anticipate a visit to manufacture(s) for Egyptian Delegation (at least 4 persons) including travel costs to be ordinated for functionality of machines.

Instructions to Tenderers

- **Content of tenders (Cont'):**

2. Financial offer:

A financial offer calculated on a **DAP** basis for the supplies tendered and be presented as per template (**Annex IV***, **Budget breakdown**), adding separate sheets for details if necessary.

Instructions to Tenderers

- **Content of tenders (Cont'):**

2. Financial offer:

- **The costs of the machines (including all the related services supply shall be presented in the following way:**
 - The breakdown of the cost per item, considering unit net price of the item and the total price, including:
 - Machine
 - Consumables and other optional (i.e.: Spare parts, Diagnostic tools and software, etc)
 - Other services (i.e.: Warranty and After-sales services, etc)
 - Training.

Instructions to Tenderers

- **Content of tenders (Cont'):**

2. Financial offer:

- The training will be always counted as Italian origin. **The set of training shall be offered per lot.** The percentage dedicated to trainings shall no exceed the following thresholds: **up to 5,000 EUR for lots from 1 to 7**

Instructions to Tenderers

- **Content of tenders (Cont'):**

2. Financial offer:

- The price has to be **tax-free** as per art. 1.5 of Loan Agreement and art. 3.3 of the Financial agreement, on the basis of which the Contracting Authority will take all the duties of this subject for the tax authority at custom.
- **A Digital Editable version** of the financial offer must be included in the offer

Instructions to Tenderers

- **Content of tenders (Cont'):**

3. Documentation:

- The tender guarantee, an amount of at least the **2%** of the value of the tender **for each lot;**
- Completed The 'Tender Form for a Supply Contract', together with its Annex 1 'Declaration of honour on exclusion criteria and selection criteria'
- Completed Financial Identification Form

Instructions to Tenderers

Content of tenders (Cont'):

3. Documentation:

- Completed Legal entity File;
- A description of the warranty conditions and implementation;
- Duly authorised signature; an official document (statutes, power of attorney, notary statement, etc.)

Instructions to Tenderers

- **Content of tenders (Cont'):**

3. Documentation:

- Documentary proof or statements required under the law of the country in which the company (or each of the companies in case of a consortium) is established;

Instructions to Tenderers

- **Content of tenders (Cont'):**

3. Documentation:

- **One of the following options:**
 - In case the eligible tenderer is a manufacturer: Documentary proof of an established technical assistance agent in Egypt, authorized by the manufacturer.
 - All other cases: A statement affirming that: i) the identified local agent(s) is authorized by the Mother-company of each of the machines offered to ensure technical assistance to such machines; ii) a partnership agreement with the identified agent(s) operating in Egypt will be signed before the signature of the contract.

Instructions to Tenderers

- **Content of tenders (Cont'):**

3. Documentation:

- **Important Notice:**

– No later than 15 days before the signature of the contract, **the awarded tender must replace all the statements provided on this issue with appropriate documentary proof of established partnerships with agents in Egypt authorized by the Mother-company(ies) ensuring the maintenance and technical assistance for each of the items tendered.**

Instructions to Tenderers

- **Content of tenders (Cont'):**

3. Documentation:

- Brochures and catalogues showing the specifications of the equipment as specified in Annex II+III: Technical Specifications.

Instructions to Tenderers

Alteration or withdrawal of tenders:

- Tenderers may alter or withdraw their tenders by written notification **prior to the deadline for submission** of tenders referred to in Article 10.1. **No tender may be altered after this deadline.** Withdrawals must be unconditional and will end all participation in the tender procedure.

Instructions to Tenderers

Alteration or withdrawal of tenders:

- Any such notification of alteration or withdrawal must be prepared and submitted in accordance with Article 10. The outer envelope must be marked '**Alteration**' or '**Withdrawal**' as appropriate.

Instructions to Tenderers

Alteration or withdrawal of tenders:

- No tender may be withdrawn in the interval between the deadline for submission of tenders referred to in Article 10.1 and the expiry of the tender validity period. Withdrawal of a tender during this interval may result in forfeiture of the tender guarantee.

Instructions to Tenderers

Costs of preparing tenders:

- No costs incurred by the tenderer in preparing and submitting the tender are reimbursable. All such costs will be borne by the tenderer.

Instructions to Tenderers

Ownership of tenders:

- The Contracting Authority retains ownership of all tenders received under this tender procedure. Consequently, tenderers have no right to have their tenders returned to them.

Instructions to Tenderers

Opening of tenders:

The tenders will be opened in public session on **03/05/2020 at 11am Cairo local time** at **AEnRI, Nadi El-Saeed, Doqqi, Giza, Cairo, Egypt** by the committee appointed for the purpose

Instructions to Tenderers

Opening of tenders:

At the tender opening, the tenderers' names, the tender prices, any discount offered, written notifications of alteration and withdrawal, the presence of the requisite tender guarantee (if required) and such other information as the Contracting Authority may consider appropriate may be announced.

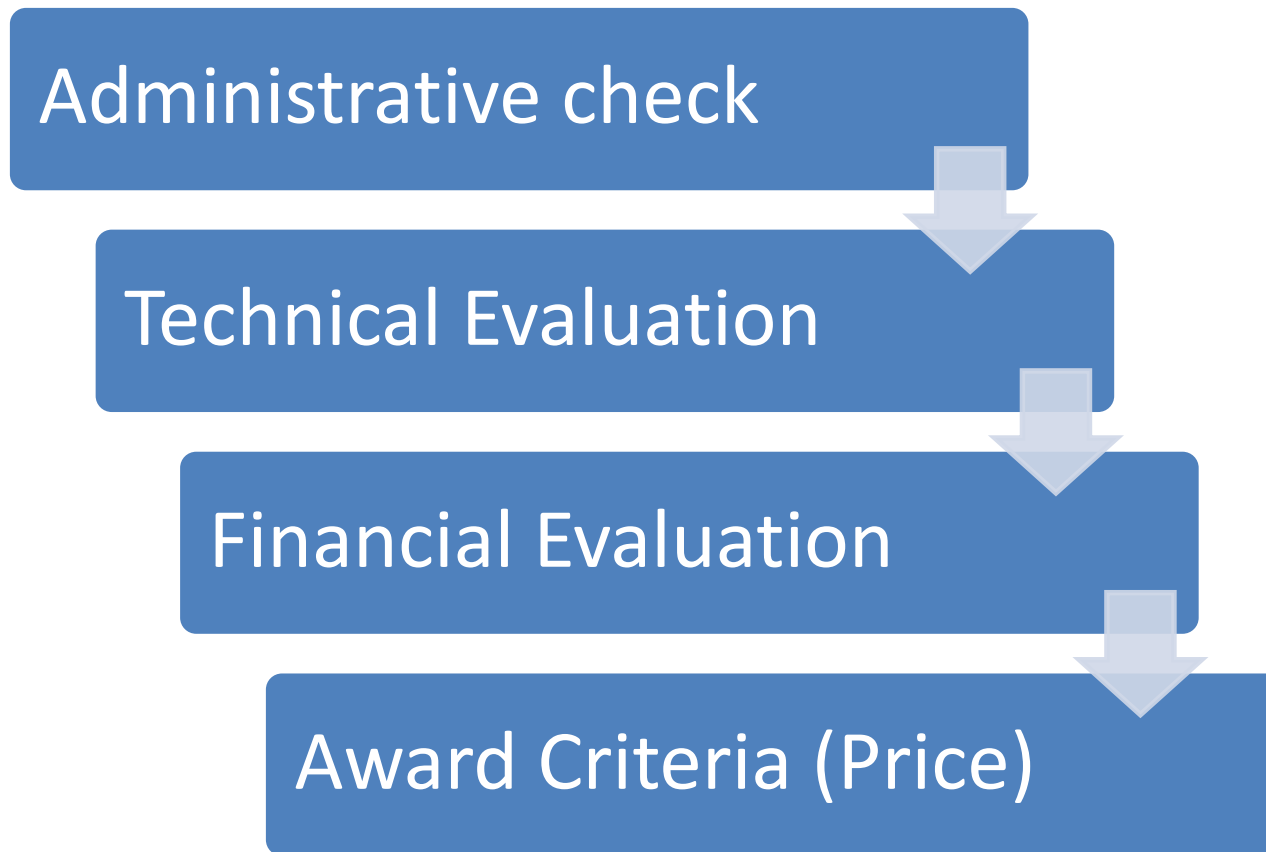
Instructions to Tenderers

Opening of tenders:

After the public opening of the tenders, no information evaluation or recommendations concerning the award of the contract can be disclosed until after the contract has been awarded.

Instructions to Tenderers

- **Evaluation of tenders:**



Instructions to Tenderers

- **Administrative Evaluation:**

Checking that tenders comply with the essential requirements of the tender dossier. A tender is deemed to comply if it satisfies all the conditions, procedures and specifications in the tender dossier

Instructions to Tenderers

- **Technical Evaluation:**

the evaluation committee will rule on the technical admissibility of each tender, classifying it as technically compliant or non-compliant.

Instructions to Tenderers

- **Technical Evaluation:**

Tender envelope No	Name of tenderer	Rules of origin respected? (Y/N)	Economic & financial capacity? (OK/a/b/...)	Professional capacity? (OK/a/b/...)	Technical capacity? (OK/a/b/...)	Compliance with technical specifications? (OK/a/b/...)	Ancillary services as required? (OK/a/b/.../NA)	Subcontracting statement in accordance with art. 6 of the general conditions? (Y/N)	Other technical requirements in tender dossier? (Yes/No/Not applicable)	Technically compliant? Y/N)	Justification/ notes:
1											

Instructions to Tenderers

- Financial Evaluation of tenders: Example for rule of origin

Tendering for single lot ONLY								
	Tender		Evaluation of the origin	Evaluation of the respect of percentage 80%20				
	ITA	OCSE, EGYPT, Neighbouring developing countries)	Rules of origin respected?	Total value of the lot	%ITA by lot	%NON ITA by lot	Rule of 80%20 respected?	Financially compliant?
Lot 1	10.000,00	200.000,00	YES	210.000,00	4,76	95,24	NO	NO

Instructions to Tenderers

- Financial Evaluation of tenders: Example for rule of origin

Tendering for MORE THAN ONE LOT										
Tender		Evaluation of the origin	Evaluation of the respect of percentage 80%20							
	ITA	OCSE, EGYPT, Neighbouring developing countries)	Rules of origin respected?	Total value of the contract	ITA	OCSE, EGYPT, Neighbouring developing countries)	% of ITA by contract	% of NON ITA by contract	Rule of 80%20 respected ?	Financially compliant?
Lot 1	10.000,00	200.000,00	YES	1.010.000,00	810.000,00	200.000,00	80,20	19,80	YES	YES
Lot 2	800.000,00		YES							

Instructions to Tenderers

- **Variant solutions**

Variant solutions will not be taken into consideration.

- **Award criteria**

The sole award criterion will be the price. The contract will be awarded to the lowest compliant tender.

Instructions to Tenderers

- **Tender Guarantee:**
- must be presented in the form specified in the tender dossier;
- must remain valid for 45 days beyond the period of validity of the tender;
- will be returned together with the information letter that the tenderer has been unsuccessful;
- will be released once the performance guarantee has been received for selected tenderers

Instructions to Tenderers

- **Awarding, Signature of the contract and performance guarantee:**
 - The successful tenderer will be informed in writing that its tender has been accepted (notification of award).
 - Within 30 days of receipt of the contract signed by the Contracting Authority, the selected tenderer must sign and date the contract and return it, with the pre-financing and performance guarantee



Shokran!!!

