



Info Session

Supply of Agricultural machines 1/A

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

Contract notice

1. Publication Reference

1/IOT/2017-Agricultural Machine 1/A

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: Combine
- Lot 6: Implements 1 (for tractors of lots 1 and 2)
- Lot 7: Implements 2 (for tractors of lots 3 and 4)
- Lot 8: Sustainable Innovation products

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

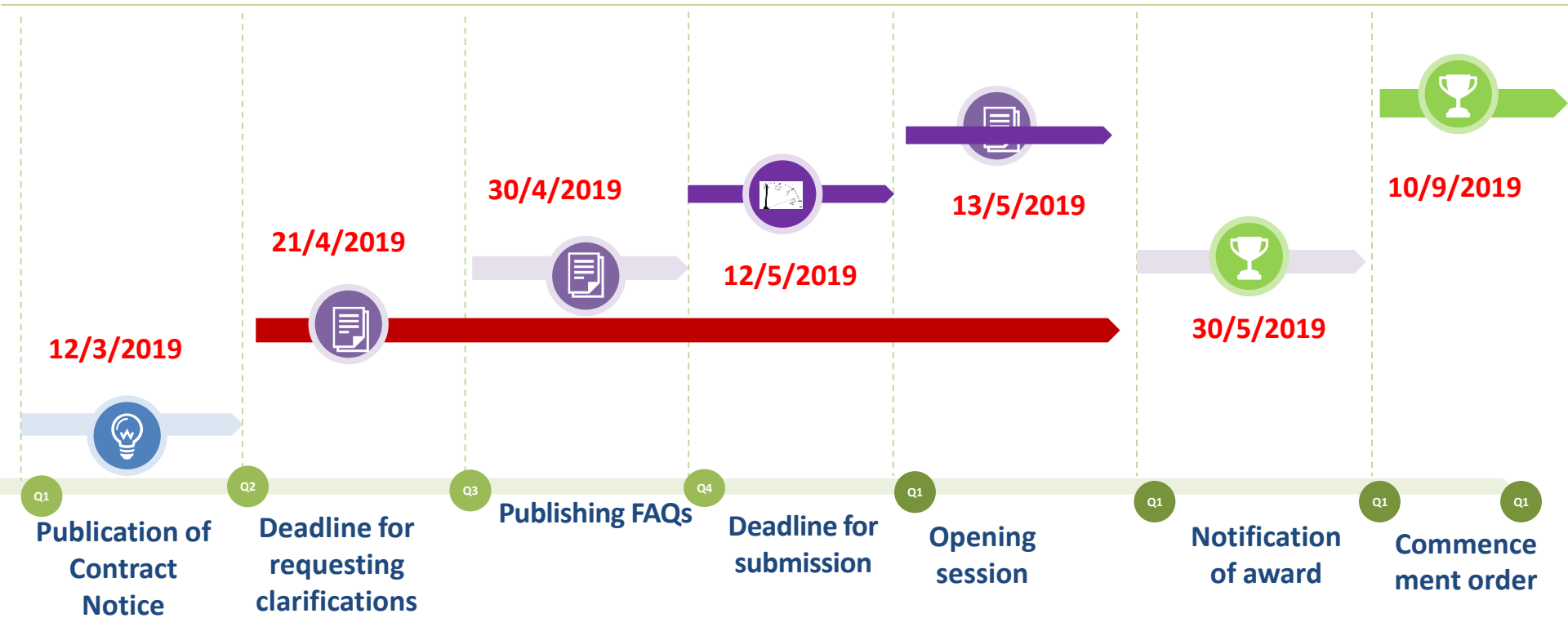
- 25% of contract value

Contract notice

14. Tender validity:

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

TIMELINE



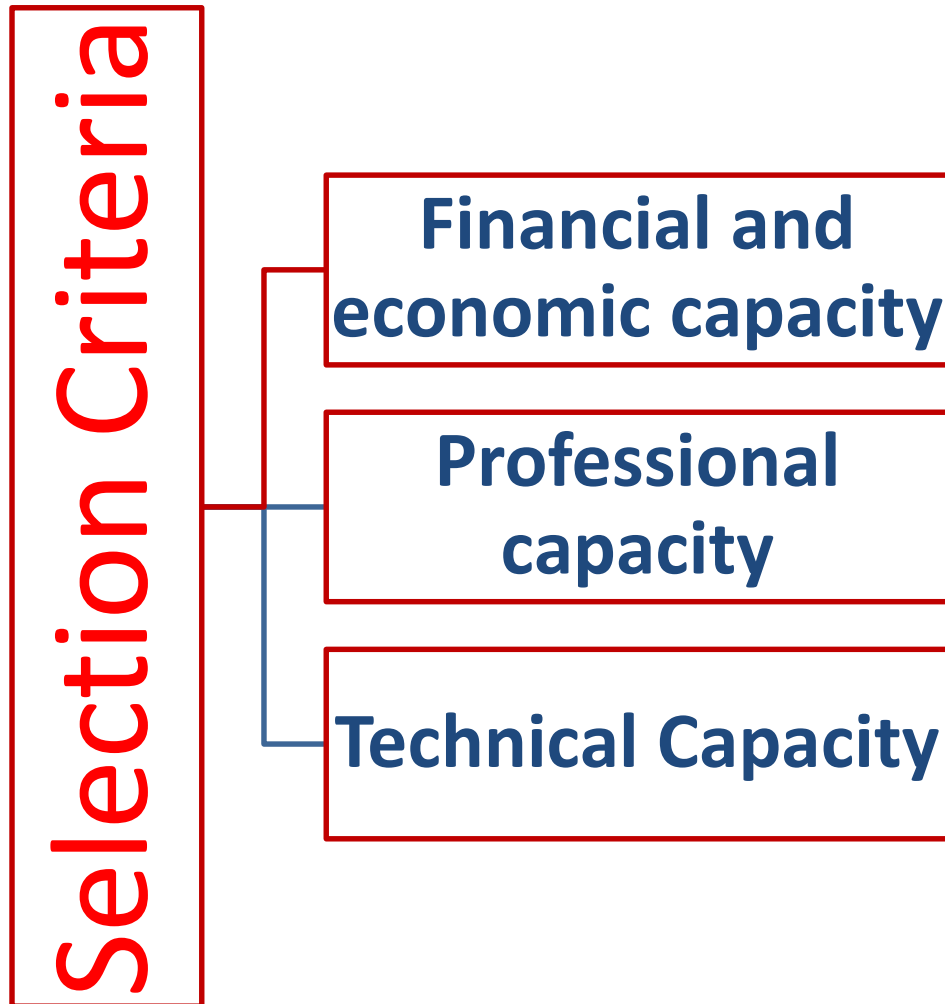
Contract notice

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

- Lot 1: 100 days
- Lot 2: 120 days
- Lot 3: 120 days
- Lot 4: 120 days
- Lot 5: 100 days
- Lot 6: 150 days
- Lot 7: 150 days
- Lot 8: 100 days

N.B: Whenever the case of a contract including more than one lot, the longest period of implementation will apply.

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 (2015;16 &17) 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:**
 - A minimum of three (3) year-experience (2015,16&17) as manufacturer or authorized distributor for the target areas in similar type of goods is required.
 - 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 (2015;16&17) 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

tenderagrimachines1@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

12/05/2019, 4.30pm 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:

13/05/2019, 10am 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')**

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;
- They must be sent under **double cover**.

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 - 1/IOT/2017-Agricultural Machine 1/A

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

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 - 1/IOT/2017-Agricultural Machine 1/A

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 - 1/IOT/2017-Agricultural Machine 1/A

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 Technical 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 - 1/IOT/2017-Agricultural Machine 1/A

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

- **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'):**

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:

Instructions to Tenderers

- **Content of tenders (Cont'):**
 - Lot 1: up to 8.000 EUR
 - Lot 2: up to 8.000 EUR
 - Lot 3: up to 8.000 EUR
 - Lot 4: up to 8.000 EUR
 - Lot 5: up to 8.000 EUR
 - Lot 6: up to 9.600 EUR
 - Lot 7: up to 9.600 EUR
 - Lot 8: up to 8.000 EUR

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.
- **An electronic 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:**
 - Documentary proof of an established technical assistance agent in Egypt, authorized by the manufacturer.
 - In case the tenderer is an authorized regional distributor: 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:

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

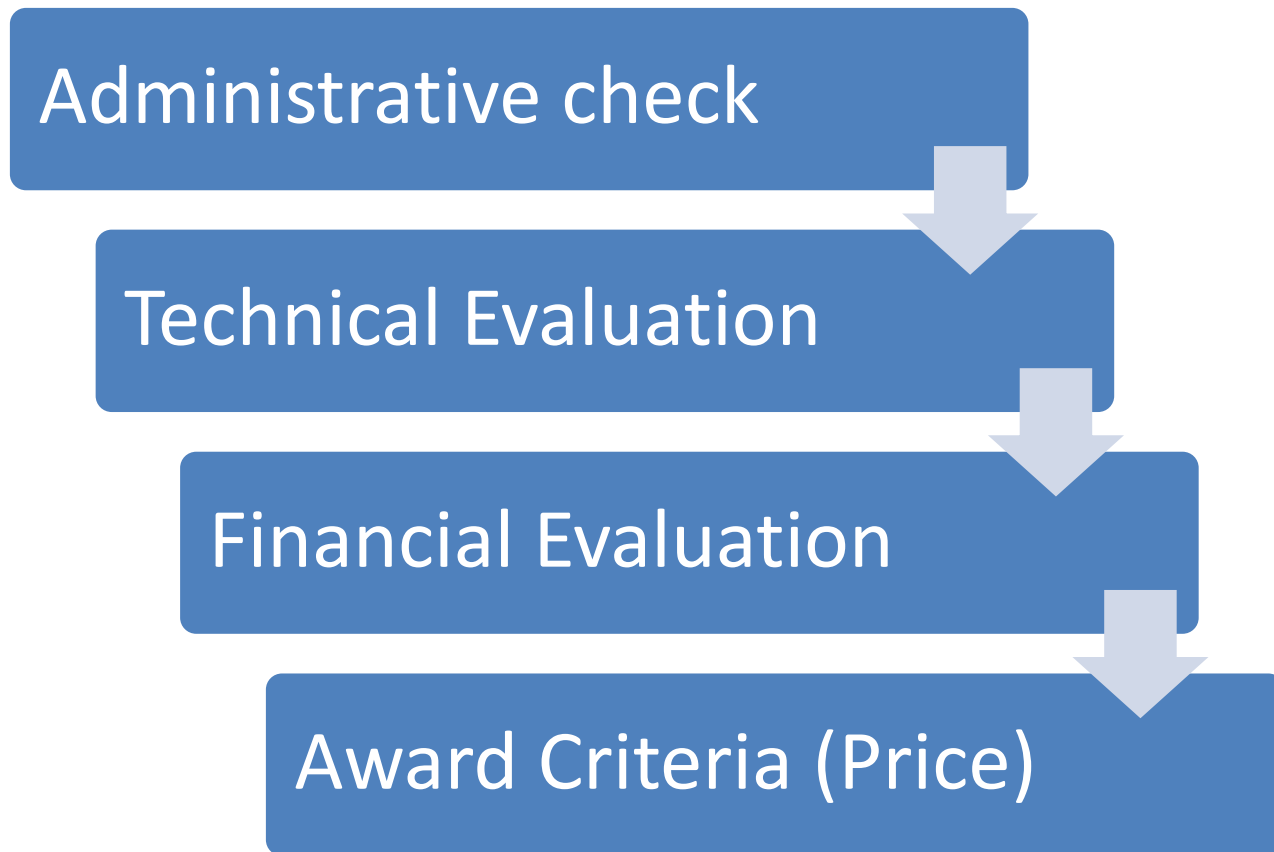
Instructions to Tenderers

- **Opening of tenders:**

The tenders will be opened in public session on **13/05/2019 at 10am Cairo local time** at **AEnRI, Nadi El-Saeed, Doqqi, Giza, Cairo, Egypt** by the committee appointed for the purpose

Instructions to Tenderers

- **Evaluation of tenders:**



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

- **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

- **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

Special Conditions

- **Assistance with local regulations:**

- Customs duties, taxes and any other duties are up to the Contracting Authority, as per definition of the Incoterms used (DAP).

The Contractor shall provide immediately after the signature of the contract all required documentation (i.e.: Pro-forma invoice, list of spare parts) to allow the contracting authority to proceed in preparing the necessary documents related to any permits, or clearance required before and after the arrival of the goods.

Special Conditions

- **Commencement order:**

- The Contracting Authority shall inform the Contractor by an administrative order of the date on which implementation of the tasks shall begin.

Special Conditions

- **Coming into force of the contract**
 1. **Sending of the contract to AICS by the CA for approval**
 2. **After verification, AICS forwards the contract to CDP which carries out further checks. After the positive outputs of the checks, CDP notifies to CBE the results**
 3. **CBE sends official request of financing to CDP**
 4. **CDP notifies the allocation of the contract in its budget to CBE**
 5. **Once done, CA issue the commencement order to the contractor => COMING INTO FORCE OF THE CONTRACT**

Special Conditions

- **Warranty obligations:**

the duration of the warranty period shall be at least 2 years starting the provisional acceptance date; the final acceptance will be issued at the end of the warranty period

Special Conditions

- **Settlement of disputes:**

The parties may refer the matter to arbitration in accordance with the Permanent Court of Arbitration Optional Rules for Arbitration Involving International Organizations and States in force at the date of conclusion of this contract. The appointing authority shall be the Secretary General of the Permanent Court of Arbitration following a written request submitted by either Party. The Arbitrator's decision shall be binding on all Parties and there shall be no appeal



Shokran!!!

