An event card for 'FAIR Industry Meet' is displayed within an orange circular frame. The card has a dark blue header with the event name in white. Below it, the dates '12-13 April 2023' and the location 'Bose Institute' are listed in a light blue box. To the right of the text is a small orange floral icon. The bottom section of the card features the Indian national flag (saffron, white, and green) with the Ashoka Chakra in the center, followed by the text '@ FAIR' in a bold, black font. The 'FAIR' logo includes a stylized orange arc above the letters 'A' and 'I'.

FAIR Industry Meet

12-13 April 2023
Bose Institute



Procurement at FAIR/GSI Information package

FAIR/GSI Procurement Department: Mrs. G. Harks (Head Project Procurement)
Talk given by: **David Urner**, Head Inkind Office & Procurement (FAIR-PMO-IOP)



Content Overview

1. In Scope/ out of Scope for GSI/FAIR Procurement
2. Public Tenders
 - Principles and Value Limits (National or European)
 - Kind of tender (with/wo prequalification, open for all bidders vs. restricted, with/wo negotiation)
 - Difference between one-stage (open procedure) and two-stage procedure (negotiation procedure)
 - Evaluation of Companies
 - Evaluation of Offers
 - Complementary Remarks: Timing, Language, Communication
3. Contact to Procurement & Published Tenders Overview
4. Industry support

1. In Scope/Out of Scope for GSI/FAIR Procurement Office

In Scope:

FAIR and GSI related

Accelerator and Experiment

- components
- services

with PSP Code

above 30.000 €

Out of Scope:

FAIR related

Building Construction work

- construction work
- construction services

with PSP Code

at any value

2. Public Tenders General Principles



General Principles of the public procurement law

- Transparency within the whole process
- Nondiscrimination & Equal treatment of all bidders
- Encouragement of medium-sized companies
- Verification of Suitability
(e.g. prequalification process which refers to the award procedure)
- Economic Efficiency
(award has to be placed to most economic bidder in line with published criteria)

2. Public Tenders - Tender Value & Value Limits

- **government sponsored legal business entities** are obliged to follow the
 - Public National & European procurement laws §§§§
- **General rule:** National & European - All demands have to be tendered
- **Value of a Tender:**
Total estimated costs for the tendered subject including all relevant costs as purchase value, such as e.g.
 - options for later calls,
 - maintenance,...
- **Value Limits for GSI:**
national tender > 30.000 Euro
European tender > 214.000 Euro (for deliveries and services)
- **Value Limits for FAIR:**
European tender > 30.000 Euro (for deliveries and services)
- **International companies can always bid for national or European tenders.**
 - Information about tenders are disseminated via FAIR web site and Indian Liaison officer (Subhasis Chattopadhyay sub@vecc.gov.in, Raju Paul rajupaul.paul@gmail.com)



1 Euro =
~ 89 INR



2. Public Tenders – Kind of Tenders

	„All in in one shot“	„Developing Process“
Negotiation or just bid	Without Negotiation	With Negotiation
1 or 2 step process	Without dedicated Pre-Qualification Phase	MOSTLY With dedicated Pre-Qualification Phase
Standard Open to all bidders	Invitation of Bidders & Open to other Bidders	
Exception Limitation of bidders	Limited to invited bidders only in <u>proven monopolistic/oligopolistic markets</u>	

Decision, which procedure to choose depends

e.g. on

- product,
- maturity of design,
- market situation



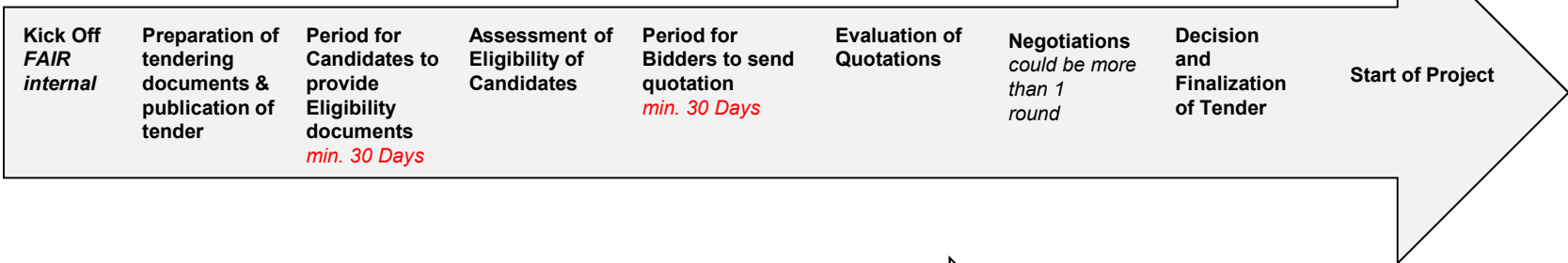
You cannot paint everything with the same brush!!!

2. Public Tenders - Difference between one-stage (open procedure) and two-stage procedure (negotiation procedure) from the FAIR view point



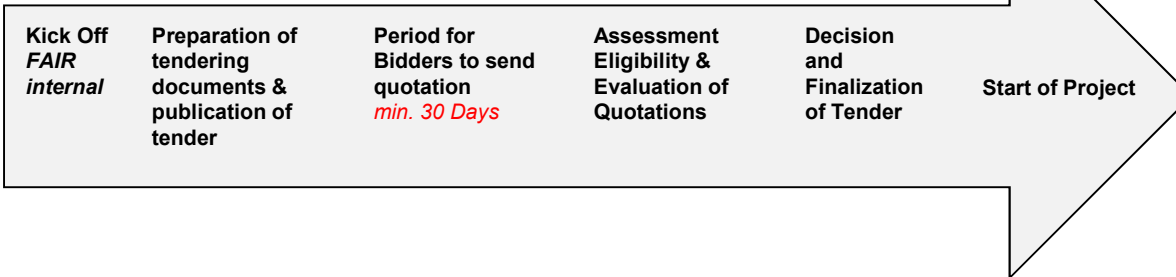
European negotiation procedure – timeline between 6-12 months

Technical review & negotiation possible



European open procedure – timeline between 4 - 6 months

negotiation forbidden, decision based on offers/written input



Good to know:
National Procedures one-stage and two-stage do not have mandatory minimum deadlines of 30 days each for providing Eligibility documents & offers

- national tenders shorten process for GSI Tenders by approximately 1,5 – 3,5 month
- Keep in mind, all FAIR Tenders above 30 k€ are handled on the European platform which is open to international bidders!!

2. Evaluation of company – Prequalification Phase



Pre-Qualification process/phase

Intention:

Evaluation of the company/potential bidder

Process:

GSI/FAIR provides **mandatory forms** that must to be filled in from interested bidders
(!!For GSI German version legally binding!!)

Requested Information in this Phase

- Most important 3 references that relate to the component in the call for tender
- Company profile with key information:
e.g. number of employees and turnover for last 3 years
- Self-declaration of Suitability under Sections 123, 124 ARC (paying tax, law abiding)
- Business and Professional Liability Declaration

2. Evaluation of offer – Quotation Phase

Quotation phase → Evaluation of the offer

Intention:

Receipt and evaluation of the offers

Process:

GSI/FAIR provides mandatory forms that must to be filled in from interested bidder, technical offer can be submitted informally

(!!For GSI German version legally binding!!)



Important:

- Offer evaluation based on price **and** technical criteria (evaluation matrix published with tender documents)
 - Weight of **price** can vary but legally **minimal 30% are obligatory**
 - Therefore technical criteria cannot exceed more than 70%
- GSI/FAIR focus on majority of tenders on technical solution since the scope of delivery mostly includes design & development, manufacturing of FoS **and** series production all in one call for tender!

2. Public Tenders – complementary Remarks

All tenders need to respect the requirements of public procurement law and its Public Tenders General Principles

■ Timing:

EU Tenders binding minimal deadlines are defined:

- Prequalification: 30 days

- RFQ Submitting: 30 days

(after Evaluation of Prequalification documents)

National Tenders: No binding Deadlines,
but needs to be appropriate

Most common problem:

Bidder runs out of time
submits offer last minute.

Failing with electronic platform!

■ Language:

EU tender: 2 languages (German & English)

!!!For GSI German tender documents version is legally binding!!!

National Tender: mostly in German

!!!For GSI German tender documents version is legally binding!!!

**Most requests for
extension of deadlines
are granted!**

■ Tender Management System at GSI/FAIR:

platform **DTVP** is **mandatory** for all bidders

→ Registration needed (free of charge) to use communication tool and upload offer

→ NO registration needed for reviewing the publication and tendering documents

!!!All communication and quotations need to be submitted via DTVP electronically!!!

■ Consistent equal communication:

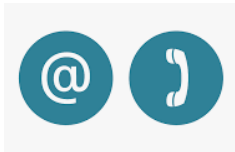
No upfront information to potential bidders (especially budget/price) to secure **fair competition!**

All statements in publication & further communication equally binding for **ALL** bidders!

All questions from bidders and answers are communicated to all bidders.

3. Contact to procurement & published Tenders Overview

- **Contact to Procurement:**



Gabriele Harks (Group Leader Project Procurement)
Tel. +49 6159 71-3082
email: g.harks@gsi.de

- **Where to find published Tenders:**

Link to GSI/FAIR website with extract of recently published running tenders
https://www.gsi.de/start/wirtschaft_industrie.htm

- **DTVP**

Link to all GSI & FAIR published tenders

<https://www.dtv.de/Center/company/announcements/categoryOverview>

→ use English version (up right button) and filter for GSI or FAIR

English Instructions on DTVP

<https://support.cosinex.de/unternehmen/display/company/E-Vergabe+-+English+Instructions>

- **TED** (ONLY EU call for tenders are published here as well):

<https://ted.europa.eu/TED/search/searchResult.do>



FAIR/GSI
current tender



DTVP



TED

4 Industry support at FAIR

- **FAIR Industrial Contact officer (ICO):**

- *Further information on future tenders*
- *Register in the FAIR industry list*
- *General inquiries*

- **Sonia Utermann (ICO)**

phone: +49 6159 71-1474

email: Sonia.Utermann@fair-center.eu

- **FAIR In-Kind office**

- *You can also contact the FAIR In-kind office with any inquiry:*

- **David Urner (Head In-Kind)**

phone: +49 6159 71-1606

email: David.Urner@fair-center.eu

- **Thomas Hahn (Contact India)**

Phone: +49 6159 71-1668

email: Thomas.Hahn@fair-center.eu



GSI Helmholtzzentrum für Schwerionenforschung GmbH



GSI Helmholtzzentrum für Schwerionenforschung

GSI Helmholtzzentrum für Schwerionenforschung operates a unique accelerator for heavy ions. Researchers from around the world use this facility for experiments that help them make fascinating discoveries in basic research. In addition, they continually develop new and impressive applications.

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Helmholtz-Institut Jena

HIM

HELMHOLTZ
Helmholtz-Institut Mainz

&



FAIR — Facility for Antiproton and Ion
Research in Europe



The new large scale
accelerator facility in Europe

Thank you for your attention!
आपके ध्यान देने के लिए धन्यवाद!