

<b>Project name</b>	HŽ Infrastructure Modernization Project
<b>Country</b>	Croatia
<b>Business sector</b>	Transport
<b>Project ID</b>	44467
<b>Funding source</b>	EBRD
<b>Type of contract</b>	Goods
<b>Type of notice</b>	Invitation for Tenders
<b>Issue date</b>	31/08/2017
<b>Closing date</b>	<b>7<sup>th</sup> November, 2017, 12.00 local time</b>

## INVITATION FOR TENDERS

### Procurement of a New Track Recording Car

This Invitation for Tenders follows the General Procurement Notice for this project which was originally published in Procurement Opportunities on the EBRD website on 22 July 2014 with reference: 7144-GPN-44467 and updated on 26 January 2017 with reference 8545-GPN-44467.

HŽ Infrastruktura d.o.o., hereinafter referred to as the Purchaser, intends using part of the proceeds of a loan from the European Bank for Reconstruction and Development (the Bank) towards the cost of the HŽ Infrastructure Modernization Project.

The Purchaser now invites sealed tenders from Suppliers for the following contract to be funded from part of the proceeds of the loan:

- The object of procurement is a new diesel self-propelled single track recording car (hereafter named "recording car"). The car can consist of several non-separable articulated modules. The car shall be designed and constructed for the operation and measurement (except for measuring systems Georadar and Ultrasound) maximum speed of 140 km/h.

Tendering for contracts to be financed with the proceeds of a loan from the Bank is open to firms from any country. The proceeds of the Bank's loan will not be used for the purpose of any payment to persons or entities, or for any import of goods, if such payment or import is prohibited by a decision of the United Nations Security Council taken under Chapter VII of the Charter of the United Nations.

A two stage tender procedure is adopted and will proceed as follows:

i) The First Stage tender (Technical Proposal) will consist of a technical proposal only, without any reference to prices, and a list of any deviations to the technical and commercial conditions set forth in the tender documents or any alternative technical solutions a tenderer wishes to offer, and a justification therefor, provided always that such deviations or alternative solutions do not change the basic functionalities of the equipment and the objectives of the project. Following evaluation by the Purchaser of the First Stage tenders, the Purchaser may invite each tenderer who meets the qualification criteria and who has submitted a technically responsive tender to a clarification meeting. The tenders of all such tenderers will be reviewed at the meeting and all required amendments, additions, deletions and other adjustments will be noted and recorded in a Memorandum. Only qualified tenderers submitting a technically responsive and acceptable First Stage tender will be invited to submit a Second Stage tender.

ii) The Second Stage tender will consist of an updated technical tender incorporating all changes required by the Purchaser as recorded in the Memorandum to the clarification meeting or as necessary to reflect any amendments to the tender documents issued subsequent to submission of the First Stage tender; and the commercial tender.

To be qualified for the award of a contract, tenderers must satisfy the following requirements:

1. In the case of a Tenderer offering to supply goods under the Contract which the Tenderer does not manufacture or otherwise produce, proof that the Tenderer has been duly authorized by the goods' manufacturer or producer to supply the goods in the Purchaser's country;
2. Average annual turnover as the main Supplier (defined as invoices for the delivered Goods or Goods which are in the process of being delivered) within the last 5 (five) years, in the amount which is at minimum equivalent to 37,500,000.00 EUR.  
This shall be demonstrated by the provision of the Company's audited balance sheet and financial statements. The audited balance sheets for the last 5 (five) years shall be submitted and must demonstrate the soundness of the Tenderer's financial position, showing long-term profitability. Where necessary, the Purchaser will make inquiries with the Tenderer's bankers

In the case of a Joint Venture of several companies, each partner shall fulfil a minimum 20% of the required average annual turnover, and the leading partner shall fulfil a minimum 60% of the required average annual turnover;

3. The Tenderer has delivered similar Goods in a satisfactory manner to other Purchasers:

At least 3 (three) New Track Recording Cars with the same or similar performances and the same measurement systems (besides the basic requirements 4.1., at least 8 out of 12 (4.2.,4.3.,4.4.,4.5.,4.6.,4.10.,4.11.,4.12.,4.14.,4.15.,4.17.,4.18.) required in general for rail and 3 out of 5 (4.7.,4.8.,4.9.,4.13.,4.16.) required for catenary, with the same or similar performances within the last 8 (eight) years, and that have been operational as recently as the past six months.

This should be demonstrated through filling out Application Form (b.2.1) of the tender dossier, with the name of the purchaser, its address, phone and fax numbers and the name of contact person, main characteristics and main performances of the machine, list of measurement systems installed on the machine, etc.

Each reference shall be accompanied by supporting documentation:

- evidence of sale,
- service proven certificate from the Purchaser,
- technical documentation (vehicle and measurement systems),
- photos,
- etc.

The similarity shall be based on the physical size, complexity, methods/technology or other characteristics as described in Volume III Requirements;

The Purchaser reserves the right to visit references provided by the Tenderer, if it deems necessary.

In the event that the Purchaser considers that the supporting documentation for any reference project is insufficient to demonstrate similarity and/or successful operation, the Purchaser reserves the right to request further supporting documentation/evidence through the clarification process contained in ITT 22 of this tender document.

4. The Tenderer or its agent must be able to fulfil the Supplier's obligations regarding the repair of the TRC within the Warranty Period and delivery of the spare parts, prescribed in this Tender Document and Technical Specifications. The proof must be in the form of a clear statement that the Tenderer is able to fulfil all requirements in their entirety, together with a description of the approach and methodology to be applied:
5. The Tenderer must submit the information of all legal disputes which arose from contracts concluded within the last 5 (five) years. A consistent history of historical non-performance and/or litigation awards against the tenderer or any partner of a joint venture may result in rejection of the tender;
6. Excerpt from the Court Register or Company Commerce Register which confirms the Tenderer's business activity. The same information must be provided for all his sub-contractors, or partners, which shall be engaged as part of the entire Contract;
7. The Tenderer must submit the Statement that the offered Goods are produced in compliance with the international standards for this type of Goods.

8. The certificate which confirms that the Tenderer in its entirety fulfils the requirements regarding experience, staff expertise, equipment and tools for production of the TRC (the Tenderer is to deliver the information on the key staff, production plants together with the equipment/machines required for the production);
9. The Tenderer must possess and submit a valid certificate for Quality Management System QMS, according to ISO 9001, or equivalent;
10. The statement that the technical documentation for the TRC production and testing shall be entirely in accordance with the international standards and regulations in force, as defined in Volume III.

*The Purchaser reserves the right to check the submitted data with the banks and the companies which are indicated in the references, or with other clients.*

*Qualification information and statements regarding qualification must be signed by the party authorized to sign the Tender.*

Tender documents may be obtained from the office at the address below upon payment of a non-refundable fee of EUR 150 or equivalent in a convertible currency.  
Payments in euros may be made by bank transfer to the following account:

Amount: **150 EUR**  
Account No.: HR7624020061500030910 "Erste&Steiermarkische bank d.d., Rijeka, Jadranski trg 3a, Croatia, BIC/Swift no. of bank: ESBCHR22, IBAN HŽ Infrastruktura d.o.o.  
Purpose: Tender Documentation for the Procurement of a New Track Recording Car  
Beneficiary: HŽ Infrastruktura d.o.o.  
Mihanovićeve 12, 10 000 Zagreb, Croatia

If requested, the documents will be promptly despatched by courier, but no liability can be accepted for loss or late delivery.

First Stage tenders must be delivered to the address below on or before **12:00h local time, on 7<sup>th</sup> November, 2017** and will be opened on **12.30 h local time, on 7<sup>th</sup> November, 2017** in the presence of the tenderers' representatives who wish to attend.

All Second Stage tenders must be accompanied by a Tender Security of EUR 600,000.00 or its equivalent in a convertible currency, and must be delivered to the address below on or before the time and date of the submission deadline specified in the Letter of Invitation to submit Second Stage tenders, at which time they will be opened in the presence of the tenderers' representatives who wish to attend.

**HŽ Infrastruktura d.o.o.**  
**Mihanovićeve 12, 3<sup>rd</sup> floor, room 180**  
**Zagreb, Croatia**

A register of potential tenderers who have purchased the tender documents may be inspected at the address below.

Prospective tenderers may obtain further information from, and inspect and acquire the tender documents at the following office:

**Contact name Iva Mršo Nastić**  
**HŽ Infrastruktura d.o.o.**  
**Address: Mihanovićeve 12**  
**Floor/Room number: 2<sup>nd</sup> floor, room 105**  
**Postal Code, City and Country: 10000 Zagreb, Croatia**  
**Telephone number: +385 1 453 4058 , Facsimile number: +385 1 457 7587**  
**Electronic mail address: [iva.mrsonastic@hzinfra.hr](mailto:iva.mrsonastic@hzinfra.hr)**