

Project name	Georgia Urban Transport Enhancement Programme
Country	Georgia
Business sector	Municipal and Environmental Infrastructure
Project number	50842
Funding source	EBRD
Contract type	Project goods, works and services
Notice type	Invitation for Tenders
Issue date	21.10.2019
Closing date	18.12.2019, 15:00 Tbilisi time

**INVITATION FOR TENDERS**  
**GEORGIA**  
**Municipal Development Fund**  
**Georgia Urban Transport Enhancement Programme**

**Procurement of city buses and related services**

This Invitation for Tenders follows the General Procurement Notice Ref 9455-GPN-50842 for this project, which was published on the European Bank for Reconstruction and Development (the Bank) website, Procurement Notices ([www.ebrd.com](http://www.ebrd.com)) on 05 July, 2019.

Tbilisi Municipal Development Fund, hereinafter referred to as “the Purchaser”, intends to use the proceeds of a loan from the Bank towards the cost of the Georgia Urban Transport Enhancement Programme.

The Purchaser now invites sealed tenders from eligible suppliers for the following Contracts to be funded from part of the proceeds of the loan:

**Lot-1: Supply of 8.5m low entry city diesel buses (Contract # EBRD/GUTEP/G/01-2019-L1)**, including 117 buses, spare-parts, workshop equipment and tools. Delivery conditions: DAP (Telavi, Gori, Kutaisi, Poti, Zugdidi). Delivery period is as follows: first consignment of 15 buses – not later than 20 weeks after contract signing, last consignment - not later than 32 weeks after contract signing.

**Lot-2: supply of 10m low floor city diesel buses (Contract # EBRD/GUTEP/G/01-2019-L2)**, including 58 buses, spare-parts, workshop equipment and tools. Delivery conditions: DAP (Rustavi, Gori, Kutaisi). Delivery period is as follows: first consignment of 14 buses – not later than 24 weeks after contract signing, last consignment - not later than 32 weeks after contract signing.

Tenders are invited for one or more lots. Each lot must be priced separately. Tenders for more than one lot may offer discounts and such discounts will be considered in the comparison of tenders.

Tendering for the contract that is to be financed with the proceeds of a loan from the Bank is open to firms from any country.

To be qualified for the award of a Contract, Tenderers must satisfy the following minimum criteria:

- (a) Tenderers shall meet the eligibility requirements: no conflicts of interests, not having been declared ineligible by the Bank, compliance with requirements of tender documents for government owned entity if a tenderer is owned by the government, not having been excluded

as a result of the Borrower's country laws or by an act of compliance with UN Security Council resolution;

- (b) Tenderers shall not have a consistent history of contractual non-performance within the last 5 (five) years. All pending litigation shall in total not represent more than 10% (ten) of the Tenderer's net worth;
- (c) The audited balance sheets, or if not required by the law of the Tenderer's country, other financial statements acceptable to the Purchaser, for the last 3 (three) years must demonstrate the current soundness of tenderer's financial position and its prospective long-term profitability, including profitable result of economic activities in at least 2 (two) of the last 3 (three) years.
- (d) The tenderer must have an average annual turnover in the following amount , calculated as total certified payments received for contracts in progress or completed, within the last 3 (three) years (2016, 2017, 2018):
  - Lot 1: EUR 20 (twenty) million equivalent;
  - Lot 2: EUR 10 (ten) million equivalent.

In case of a tender offer for both lots, the tenderer shall meet the combined requirement for both lots.
- (e) The tenderer shall demonstrate that it has access to, or has available, liquid assets, unencumbered real assets, lines of credit, and other financial means sufficient to meet the following minimum cash flow requirements for the contract taking into account the Tenderer's commitments for other contracts:
  - Lot 1: EUR 3 (three) million equivalent;
  - Lot 2: EUR 1 (one) million equivalent.

In case of a tender offer for both lots, the tenderer shall meet the combined requirement for both lots.
- (f) The tenderer or, in case the tenderer is not the manufacturer himself, the manufacturer of proposed buses shall have successful experience of delivery of at least 500 (five hundred) new city buses of any low entry or low-floor model with the vehicle length over 8m over the past 3 (three) years. At least 100 (hundred) of these buses shall be delivered in the European Union.
- (g) The tenderer or, in case the tenderer is not the manufacturer himself, the manufacturer of proposed buses shall also have experience in manufacturing of the following minimum number of diesel buses of a similar model proposed in the tender, which are delivered to different transport operators during the last 3 years:
  - Lot 1: 100 buses;
  - Lot 2: 50 buses.
- (h) Manufacturer of the proposed buses shall have at least 15 (fifteen) years of experience in manufacturing of city urban buses of any model.
- (i) Manufacturer of the proposed buses shall have production capacities (workshops, warehouses, machine tools and equipment) in its ownership for production of buses. The manufacturing plant to be used for the manufacture of the proposed buses shall have been used for the manufacture of the same or similar type of buses during the last 12 months prior to the date of the tender release.

- (j) The manufacturer of the proposed buses shall have a certificate of quality management system (ISO 9001:2015, or its equivalent). The manufacturer shall have a certificate of environmental management system (ISO 14001, or its equivalent).
- (k) Tenderer shall be capable of the fulfilment of commitments regarding maintenance, the repair and supply of spare parts, described in the tender documents. Local maintenance facilities shall be available.
- (l) In the case of a tenderer offering to supply goods under the Contract which the tenderer does not manufacture or otherwise produce, the tenderer has been duly authorised by the goods' manufacturer to supply the goods in the Purchaser's country;

Joint venture, consortium, or association (JVCA) shall satisfy the following minimum qualification criteria:

- (a) The lead partner of JVCA shall meet 60% of all the above referred qualification criteria on average annual turnover and financial resources.
- (b) Each other partner of JVCA shall meet at least 20% of all the above referred qualification criteria on average annual turnover and financial resources.
- (c) JVCA shall meet in whole criteria for experience, as well as the eligibility and financial situation referred to above, the corresponding data that defines the overall capacity of the JVCA, shall be specified for each partner. Each JVCA partner shall meet the requirements for historical financial performance, eligibility and trials.

Tender Document may be obtained free of charge upon submission of request letter on the address stated below (via post or email). The request letter shall state tender's identification information, full name and address of the tenderer, phone and fax number, e-mail address to which the tender documents shall be sent, and contact person's name. The request letter shall be signed by an official representative of the tenderer. The request letter can be submitted via email as a scanned copy.

The tender documentation will be dispatched via a file exchange server or by sending via email.

The tender document will be dispatched in PDF and MS Word formats via a file exchange server or to the email address, indicated in the written request, however no liability can be accepted for non-receiving or late delivery. In the event of any discrepancy between PDF and MS Word versions of the documents, the PDF version shall prevail.

All tenders must be accompanied by a Tender Security in the following amount in EUR or its equivalent in another convertible currency or Georgian Lari at the exchange rate of the National Bank of Georgia on the date of issuance:

Lot 1: EUR 250,000 (two hundred fifty thousand)

Lot 2: EUR 150,000 (one hundred fifty thousand)

In case of a tender offer for two lots, the amounts of tender security are to be summarized.

The tenders must be delivered to the address below on or before 18.12.2019, 15:00 Tbilisi time, at which time they will be opened in the presence of those Tenderers' representatives choose to attend.

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

The applicable procurement rules are the Bank's Procurement Policies and Rules (PP&R, rev. November 2017), which can be located at: <https://www.ebrd.com/work-with-us/procurement/policies-and-rules.html>.

Prospective Tenderers may obtain further information from, and also inspect and acquire the tender documents at, the following address:

Purchaser: Municipal Development Fund

Contact person: Mr. George Shengelia, Executive director

Address: 150 David Agmashenebeli Avenue, 0112, Tbilisi, Georgia  
Office of Municipal Development Fund of Georgia  
(1) For TD inspection or issuance purposes: Room 405, floor IV;  
(2) For TD submission or clarification purposes: Room 301, floor III;  
(3) For pre-tender meeting or tender opening purposes: Room 316, floor III;

Phone: +995 32 2437001/02/03/04

Fax: +995 32 2437077

E-mail: [procurement@mdf.org.ge](mailto:procurement@mdf.org.ge)

Web site: [www.mdf.org.ge](http://www.mdf.org.ge)