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**Request for Tender (RFT)**



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|  |  |
| --- | --- |
| Contract Title: Supply, installation and commissioning of cranes | |
| Contract Reference: | BUS003\_0081-2.2 |
| Contracting Authority’s Representative and Authorised Recipient for this Project: | Jackie George |
| Email Address for Tender Return: | jackie.george@linkedsolutionsmarine.com |

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# **PART 1(a) - REQUIREMENTS**

# **INSTRUCTIONS FOR SUBMITTING TENDERS**

1. You are invited to submit a Tender for the design, build, installation and commissioning of cranes (the Goods and Services) as detailed in this RFT and accompanying specification.
2. It is the responsibility of the Tender supplier to obtain for themselves, at their own expense, all information necessary for the preparation of their Tender.
3. No Tender shall be considered unless it is submitted in accordance with the requirements described in these instructions and no Tender received after the closing date shall be accepted or considered.
4. Tender suppliers’ responses and information MUST be submitted as part of the Tender response. Failure to provide such information may result in the submission being rejected.
5. may at its own absolute discretion extend the closing date and time specified for the receipt of Tenders or invite variations to the terms of the contract.
6. **Suppliers are asked to demonstrate that the Goods and Services offered comply fully with the requirements of this document. This will be evaluated on a Pass / Fail basis.   
   Only suppliers which pass this quality will have their price evaluated for consideration.** **The Contracting Authority will then evaluate this Tender based on the lowest price.**
7. Note that all pricing will be fixed for the duration of the agreement. No costs, other than those included in this response will be allowed.
8. All prices shall in all cases be exclusive of VAT, which will be applied in accordance with legislation. Discounts, trade allowances of any kind must be shown separately.
9. Penzance Dry Docks does not bind itself to accept the lowest or any Tender.
10. Suppliers should be aware that, should they be awarded a Contract, the content of the Contract may be published by Penzance Dry Docks to the general public in line with transparency requirements.
11. Before publishing any information, Penzance Dry Docks will consult with the supplier on any potential exemptions that may be applicable. The Supplier should note that the final decision on what information is published will rest will Penzance Dry Docks.

**KEY INFORMATION AND INDICATIVE TIMETABLE:**

|  |  |
| --- | --- |
| **Authorised Recipient for this Project** | |
| **Email Address for Tender Return:** | jackie.george@linkedsolutionsmarine.com |
| **Budget Range (excluding VAT)** | Max £940,000 excl VAT |

|  |  |
| --- | --- |
| **Stages following Tender submission** | **Date** |
| Tender issue date: | 22 May 2024 |
| Site visit: Please email [jamie.murphy@linkedsolutionsmarine.com](mailto:jamie.murphy@linkedsolutionsmarine.com) to arrange. These will not be before 4th June. | tbc |
| Final date for clarifications to be sent: | 12 June 2024 |
| Date/Time for Tender Return: | 26 June 2024 17:00 |
| Evaluation period | 3 July 2024 |
| Anticipated award date | 15 July 2024 |
| Contract Commencement Date | 22 July 2024 |
| Contract Expiry Date (Operational go live) | 28 February 2025 |

# **SPECIFICATION**

Please make reference to accompanying document titled “Specification - Lifting Equipment: Reference BUS003\_0081/ 2.2”

# **SUPPORTING DOCUMENTS**

Please see accompanying location plan indicating the area suitable for fabrication.

# **TENDER FORMAT**

1. The Supplier shall provide a cost breakdown in accordance with this Tender, to include:
   1. Design costs
   2. Supply and delivery (including transportation) to client site (Wharf Road, Penzance, Cornwall, TR18 4BW)
   3. Fabrication costs
   4. Commissioning, including load testing and training.
2. Tenders shall be open for acceptance for 90 days from the date it is received by the client.
3. Any additional information which is necessary to support your Tender should be uploaded as part of your submission and cross-referenced in the main body of your Tender.

# **CONTRACT**

1. The project shall be delivered under the Supply of Goods-Agreement-Manufacture contract (see Appendix A).

# **CLARIFICATIONS**

1. Any enquiries or requests for clarification of any matter relating to this Invitation to Tender (RFT) or its contents must be made in writing via the above email address. Clarifications should be clearly identified by the email subject line of the RFT and marked “CLARIFICATION”.
2. Clarification enquiries and responses will be communicated to all potential bidders.
3. **Important –** **Clarification responses will be uploaded onto the Contracts Finder portal as necessary. Tenderers must check the portal regularly to view the clarification register for responses to their Clarification Questions.**
4. If it is considered that a clarification and/ or its response relates to confidential matters, it must mark the clarification as "confidential". If Penzance Dry Docks believes it would be inappropriate to answer the clarification on a confidential basis it will notify the Supplier and require them to either withdraw the clarification or to raise any objection within two (2) working days of such notification and state, the grounds for its objection.
5. If the Supplier does not withdraw the clarification or raise any objection within the specified period, or if Penzance Dry Docks believes the clarification is not confidential, Penzance Dry Docks may issue the clarification response to all the potential bidders.
6. The final Date for submissions and responses of clarifications relating to this RFT is set out in the Tender Timetable detailed above.
7. Note that under no circumstances should other Contracting Authority Officers be contacted directly. No verbal queries or clarifications are permissible.

# **SUBMISSION INSTRUCTIONS**

1. The table included in Appendix 1 - Checklist has been prepared in order to further support suppliers in submitting whole and compliant submissions. Please use this checklist to ensure that all relevant Appendices and information have been completed.
2. Bidders are asked to note that whilst the authorised recipient does have visibility of the names of the suppliers that have responded via email, the details and documents that have been submitted in relation to the RFT are not opened until the closing date/ time for submission of Tenders has passed.
3. Prior to the commencement of evaluations, Penzance Dry Docks will complete an initial due diligence check to ensure that all submissions have been returned in accordance with Appendix 1 - Checklist. Missing information will result in a non-compliant submission and therefore will take no further part in the process.
4. Only one Tender submission is permitted from each potential supplier. In the event that more than one is submitted by a potential supplier, the one with the latest time of submission will be evaluated and the other(s) disregarded.
5. The Tender submission must be fully completed and signed by the potential supplier. All Tenders must be submitted by potential suppliers by the date and time detailed above.
6. Any submissions received after the deadline (based on the system clock) will not be considered. The only exceptions are responses to clarifications that may be sought from the potential supplier by the evaluation panel to bids submitted prior to the submission deadline.
7. Potential suppliers should be mindful of document file sizes and ability to send electronically. Where there is a large number of documents or documents then the bidder MUST ensure they allow plenty of time for your submission prior to the deadline for RFT submissions.
8. Penzance Dry Docks accepts no liability for any losses suffered by the supplier as a result of computer viruses. It is the potential supplier’s responsibility to ensure that files submitted to Penzance Dry Docks are free from viruses. Penzance Dry Docks may reject a submission which is submitted in a file or files which are, or Penzance Dry Docks reasonably suspects are infected with a virus and may also delete such file or files.
9. It is the potential supplier’s responsibility to ensure that files delivered to Penzance Dry Docks are complete and fully accessible by Penzance Dry Docks and are not corrupted. Penzance Dry Docks accepts no liability for corrupted files or data and may reject a Tender submission which consists of or contains corrupted or inaccessible files.
10. If and to the extent that the delivery of a Tender submission to Penzance Dry Docks is prevented or delayed as a result of problems with Penzance Dry Docks’s server, then Penzance Dry Docks will ensure the integrity of the procurement process and may at their sole discretion allow applications to be re-submitted.

# **PART 1 (b) CONDITIONS OF REQUEST FOR TENDER**

# **CONTRACTING AUTHORITY RIGHTS**

1. Penzance Dry Docks reserves the right to:
2. Seek clarifications or additional documents in respect of any Suppliers submission.
3. Disqualify any Suppliers that does not submit a compliant Tender in accordance with the instructions in this IQT or is vague or incomplete. Penzance Dry Docks may discount a returned Tender in evaluation at their discretion.
4. Disqualify any Supplier in accordance with Regulation 57 (Exclusion Grounds; Mandatory Exclusions) of the Regulations.
5. Withdraw this RFT at any time, or to re-invite potential bidders on the same or any alternative basis.
6. Choose not to award a Contract either in part or in full.
7. Make any changes it sees fit to the timetable, structure or content of the procurement process.
8. Non-acceptance or rejection of any tender shall be without prejudice to any other civil remedies available to Contracting Authority or any criminal liability which such conduct by a Supplier may attract.

# **SUPPLIER CONDUCT**

1. By submission of a Tender the Supplier warrants that:
2. The prices in this Tender have been arrived at independently, without consultation, communication, agreement or understanding for the purpose of restricting competition, as to any matter relating to such prices, with any other Supplier(s) or with any competitor.
3. Unless otherwise required by law, the prices which have been quoted in the Tender have not knowingly been disclosed by the Supplier(s), directly or indirectly, to any other Supplier(s) or competitor, nor will they be so disclosed.
4. No attempt has been made or will be made by the Supplier(s) to induce any other person or firm to submit or not to submit a Tender for the purpose of restricting competition and or any other undesirable practises.

# **CONFLICT OF INTEREST**

1. Suppliers are responsible for ensuring that no conflicts of interest exist between the Supplier, its advisers, and Penzance Dry Docks, its advisors or the Suppliers constituent members. Any Supplier who fails to comply with this requirement may be disqualified from the procurement at the discretion of Penzance Dry Docks. There is a duty on the Supplier to notify Penzance Dry Docks of any such conflict.

# **WARRANTIES AND DISCLAIMERS**

1. While the information contained in this RFT is believed to be correct at the time of issue, Suppliers should not rely on this information and should carry out their own due diligence checks and verify the accuracy of the information.

# **MISREPRESENTATION**

1. When submitting your tender, you are confirming that your submission contains accurate information which will not mislead Penzance Dry Docks in the tender evaluation process.

# **SUPPLIER’S WARRANTIES**

1. In submitting the Tender, the Supplier warrants and represents and undertakes to Contracting Authority that:
2. All information, representations and other matters of fact communicated (whether in writing or otherwise) to Contracting Authority by the Supplier or its employees, officers, agents or advisers, in connection with or arising out of the Tender, are true, complete and accurate in all respects.
3. It has made its own investigations and research and has satisfied itself in respect of all matters relating to this RFT.
4. It has full power and authority to enter into the Contract / Framework Agreement and provide the Services and will if requested produce evidence of such to Penzance Dry Docks.
5. It is of sound financial standing and the Supplier and its partners, directors, officers and employees are not aware of any circumstances (other than such circumstances as may be disclosed in the audited accounts or other financial statements of the Supplier submitted to Penzance Dry Docks) which may adversely affect such financial standing in the future.
6. The Supplier shall indemnify, and keep indemnified, Penzance Dry Docks against all actions, claims, demands, proceedings, damages, costs, losses, charges and expenses whatsoever in respect of any breach by the Supplier of any of its obligations in this RFT.

# **COSTS INCURRED**

1. Penzance Dry Docks will not be liable for any Tender costs, expenditure, work or effort incurred by a Supplier or by a third party acting under instructions from them in proceeding with or participating in this procurement, including if the procurement process is terminated or amended by Penzance Dry Docks.

# **KEY REGULATIONS, ASSOCIATED LEGISLATION & DIRECTIVES WHICH MAY APPLY**

1. This is a RFT being conducted under the requirements of UK Shared Prosperity Fund Procurement Guidance (see Appendix B). The Supplier shall ensure that they are aware of their obligations and comply with all relevant Legislation and Regulatory matters. Particular reference shall be taken to the following Legislation:

**The Bribery Act (2010);**

[**https://www.legislation.gov.uk/ukpga/2010/23/contents**](https://www.legislation.gov.uk/ukpga/2010/23/contents)

**Environmental Information Regulations 2004;**

[**https://www.legislation.gov.uk/uksi/2004/3391/contents**](https://www.legislation.gov.uk/uksi/2004/3391/contents)

**Counter Terrorism and Security Act 2015**

**<https://www.legislation.gov.uk/ukpga/2015/6/contents>**

1. It is the responsibility of the Supplier to consider whether or not Transfer of Undertakings (Protection of Employment) Regulations 2006" as amended by the "Collective Redundancies and Transfer of Undertakings (Protection of Employment) (Amendment) Regulations 2014" (TUPE) is likely to apply in the particular circumstances of this tender exercise and to act accordingly. Suppliers should therefore take their own advice and make their own enquiries regarding the likelihood of TUPE applying.

# **Part 2 – TENDER RESPONSE** (please complete in FULL & return by the deadline above)

# **COMPANY INFORMATION**

|  |  |
| --- | --- |
| Name of Organisation |  |
| Trading Name |  |
| Address of Registered Office | *Address 1* |
| *Address 2* |
| *Address 3* |
| *City/Town* |
| *Country* |
| Postcode |  |
| Company Registration No. *(if applicable)* |  |
| Date of Registration |  |
| Certificate of Incorporation, and all certificates of change of name issues by the Company Registrar  (Or include reasons if not applicable) | □ Yes  □ No |
| Please self-certify whether you already have, or can commit to obtain, prior to the commencement of the contract, the levels of insurance cover indicated in 2.2 below. | □ Yes  □ No |
| Is the applicant a consortium joint venture or other arrangement? If so, please provide details of the constitution | □ Yes  □ No |
| Contact Name for enquiries about this application |  |
| Telephone Number |  |
| Email |  |

# **INSURANCE REQUIREMENTS**

Details of existing policies which will provide insurance cover for the contract:

|  |  |  |
| --- | --- | --- |
| ***Public Liability Insurance***  *(Minimum Cover:* ***£10m*** *for each*  *and every incident)* | Insurer | Please add detail below |
| Policy Number |  |
| Level of Indemnity |  |
| Limit for Single Event |  |
| Expiry Date |  |
| ***Professional Indemnity Insurance***  *(Minimum Cover* ***£2m*** *for each and every incident)* | Insurer |  |
| Policy Number |  |
| Level of Indemnity |  |
| Limit for Single Event |  |
| Expiry Date |  |
| ***Employers’ Liability Insurance***  *(****£5m*** *minimum statutory limit as laid down by legislation)* | Insurer |  |
| Policy Number |  |
| Level of Indemnity |  |
| Limit for Single Event |  |
| Expiry Date |  |
| ***Product Liability Insurance***  *(Minimum Cover* ***£2m*** *for each and every incident)* | Insurer |  |
| Policy Number |  |
| Level of Indemnity |  |
| Limit for Single Event |  |
| Expiry Date |  |

If policies are not already in place, please confirm that you are willing to have these policies if awarded the contract.

We confirm that the required levels of insurance will be in place for the duration of the contract:

**YES / NO** (please delete as appropriate)

# **OFFER DETAILS (PASS/FAIL)**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Compliance with Penzance Dry Docks’s requirements** - Please indicate by selecting either option **YES** or **NO,** that in the event you are awarded a contract if all goods and services supplied will or will not, unreservedly deliver in full, all Penzance Dry Docks’s requirements / specification as set out above. | |  |  |  | | --- | --- | --- | |  |  | **Yes -** all goods/services supplied will unreservedly meet all Penzance Dry Docks’s requirements set out in the Specification. | |  |  |  | |  |  | **No -** wewill not, or cannot supply | |  |  | Goods/services that meet all Penzance Dry Docks’s requirements set out in the Specification. | |

Demonstrate how you will meet Penzance Dry Docks’s requirements set out in the specification above. Your response should be limited to and focused on key component parts of the requirement. You should refrain from making generalised statements and providing information not relevant to the topic.

*By way of examples:*

* *Where the requirement is a service, your response should include a description of the approach and processes you will have in place that enables the effective delivery of that Service and the quality measures you will adopt.*
* *Where the requirement is goods, your response should include the approach and processes you will have in place to manage the order & post-order services.*

Penzance Dry Docks shall rely on the information provided by the supplier prior to accepting the Tender. A material misrepresentation contained therein shall constitute a material breach of contract.

|  |
| --- |
| **Method Statement 1: Proven track record, including commissioning support and how this will be utilised on this contract.**  PDD is seeking a supplier who has a track record of design, build, installation and commissioning in a remote, coastal area. Suppliers are asked to evidence this track record.  This will require the supplier providing details around core competencies around designing crane, building and installing and commissioning, in line with the supporting Regulations and standards.  A “pass” will be deemed to apply where the supplier has clearly set out evidence of a suitable and competent track record and how this will be applied if awarded this contract.  A “fail” will be deemed to not have provided the sufficient level of experience or supporting evidence of the capabilities required and / or how those would be applied if awarded this contract.  *[Supplier to insert proposals.]* |
| **Method Statement 2: Delivery against the requirements set out in the accompanying specification.** This will require the supplier to provide details around how they will meet requirements as set out in the specifications.  A “pass” will clearly set out a clear understanding of the specification and details on how the component parts that make up the requirements will be achieved, both around the general requirements and specific requirements for each of the individual cranes.  A “fail” will be deemed to not have provided how the supplier would fulfil the requirements as set out in the specification and / or the level of details are insufficient to provide confidence that the requirements will be met.  *[Supplier to insert proposals.]* |

# **PRICING DETAILS**

Please insert your proposed prices in the table below inclusive of all costs and discounts, but excluding VAT.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  |  | **A** | **B** | **C** | **D** |
| **Item No.** | **Description** | **Quantity** | **Unit of Measure** | **Unit Price** | **Total**  **A x C** |
| 1 | **Goliath Crane:** Design, supply and delivery (including transportation) to client site (Wharf Road, Penzance, Cornwall, TR18 4BW), fabrication, commissioning, including load testing and training. | 1 | Nr  (see specification) |  |  |
| 2 | **Gantry Crane (BAY 1):** Design, supply and delivery (including transportation) to client site (Wharf Road, Penzance, Cornwall, TR18 4BW), fabrication, commissioning, including load testing and training. | 2 | Nr  (see specification) |  |  |
| 3 | **Gantry Crane (BAY 2):** Design, supply and delivery (including transportation) to client site (Wharf Road, Penzance, Cornwall, TR18 4BW), fabrication, commissioning, including load testing and training. | 2 | Nr  (see specification) |  |  |
| 6 | **Quayside Jib Crane:** Design, supply and delivery (including transportation) to client site (Wharf Road, Penzance, Cornwall, TR18 4BW), fabrication, commissioning, including load testing and training. | 1 | Nr  (see specification) |  |  |
| 7 | Five year annual maintenance costs: |  |  |  |  |
|  | * Goliath crane (from first anniversary) | 5 | Years |  |  |
|  | * 4 number Gantry crane (from first anniversary) | 5 | Years |  |  |
|  | * Quayside jib crane (from first anniversary) | 5 | Years |  |  |
| 8 | Other costs (please state): |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| Tender Total (sum of column D): | | | | |  |

**Proposed** Payment Schedule

* Placement of order: 10%
* Design sign off: 10%
* Onsite delivery: 50%
* Full commissioning: 30%

# **TENDER SUPPLIER’S OFFER CONFIRMATION / DECLARATION**

* + 1. We confirm that we understand and accept that this offer is made in accordance with Penzance Dry Docks’s Standard terms and conditions.
    2. We confirm that this Tender is on the basis as set out in this document and that it is not subject to any negotiation.
    3. If for any reason following the submission of our Tender we seek to propose any changes to the Specification, Terms and Conditions or to put forward any proposal which conflicts and we do not withdraw that change following a written request to do so by Penzance Dry Docks then we agree that Penzance Dry Docks may determine not to evaluate our submission any further.
    4. We confirm that the insurances required will be provided under the Contract and We agree that if our offer is accepted that I/We agree to arrange, with the insurers the provision of a Statement to Penzance Dry Docks: -
* that valid Insurance is held in accordance with the requirements of Conditions of Contract;
* that all premiums due to the Insurer have been paid including instalment payments;
* that the Insurer agrees to give notice forthwith to Penzance Dry Docks of withdrawal or intention to withdraw insurance cover in connection with the project.
  + 1. This document is to be signed by such persons:-
* where the Tender supplier is an individual, by that individual;
* where the Tender supplier is a partnership, by one duly authorised partner;
* where the Tender supplier is a company by one director or by a director and the secretary of the Company, such persons being duly authorised for that purpose.

|  |  |
| --- | --- |
| Date |  |
| Signature(s) of Tender Supplier |  |
| Name and Title: |  |

***Thank you for taking the time to respond to this Tender.***

Check that you have:

* Completed section 2.1: Company Information
* Completed section 2.2: Insurance Requirements
* Completed section 2.3: Offer Details (noting the pass/fail criteria)
* Completed section 2.4: Pricing Details
* Completed section 2.5: Signed Tender Supplier’s Offer Confirmation / Declaration
* Included relevant supporting information in agreed formats
* Appropriately named the file in the following format: **Number - Project Reference - Document Name- Supplier Name**