

Invitation for Bids

REPUBLIC OF BELARUS

BELARUSIAN FORESTRY DEVELOPMENT PROJECT

Loan No.:P147760

Contract Title: Procurement of Multi-purpose forest harvesting machines intended for felling, delimiting and crosscutting during thinnings (harvesters), Type 1 and Type 2, and Multi-purpose forest loading and transportation machines intended for extraction (forwarders), Type 1 and Type 2.

Reference No. (as per Procurement Plan): **B FDP/ICB/15/01**

Purchasers: *State Forest Enterprises, according to the Annex1*

The Payment is made by: *UE "Bellesexport"*

1. The Ministry of Forestry of the Republic of Belarus *has received* financing from the World Bank toward the cost of the Belarusian Forestry Development Project, and intends to apply part of the proceeds toward payments under the contract for Procurement of: Multi-purpose forest harvesting machines intended for felling, delimiting and crosscutting during thinnings (harvesters), Type 1 and Type 2, and Multi-purpose forest loading and transportation machines intended for extraction (forwarders), Type 1 and Type 2.

1. *UE "Bellesexport"* now invites sealed bids from eligible bidders for procurement of:
Harvesters Type 1 in the *quantity* of 74 numbers (lot 1),
Harvesters Type 2 in the *quantity* of 2 numbers (lot 2),
Forwarders Type 1 in the *quantity* of 52 numbers (lot 3),
Forwarders Type 2 in the *quantity* of 2 numbers (lot 4).

Place of Destination:

For foreign Suppliers: CIP Minsk (Place of Destination will be defined during the contract signing)

For Supplier national of the Purchaser's country: EXW (on Supplier's own place of business)

Project Site (sites)/ the place(s) of final destination(s): according to the Annex 1; period of delivery: according to List of Goods and Delivery Schedule, Section VII.

2. Bidders may submit offers for one or several lots in accordance with the Bidding Documents. Bidders wishing to offer discounts in case of award of several lots, will be able to do so if such discounts were quoted by the Bidder in the Letter of Bid.

4. Bidding will be conducted through the International Competitive Bidding procedures as specified in the World Bank's Guidelines: Procurement of Goods, Works and Non-Consulting Services under IBRD Loans and IDA Credits & Grants by World Bank Borrowers of January 2011, revised July 2014 ("Procurement Guidelines"), and is open to all eligible bidders as defined in the Procurement Guidelines. In addition, please refer to paragraphs 1.6 and 1.7 setting forth the World Bank's policy on conflict of interest.

5. Interested eligible bidders may obtain further information from *UE "Bellesexport"*: bfdp@bellesexport.by and inspect the bidding documents during office hours *from 09:00 to 18:00* at the address given below.

6. Bids must be delivered to the address below before **10:00 a.m. on 10 December 2015**. Electronic bidding *will not* be permitted. Late bids will be rejected. Bids will be publicly opened in the presence of the bidders' designated representatives and anyone who choose to attend at the address below.

7. Post qualification Requirements

After determining the lowest-evaluated bid in accordance with ITB 35.1, the Purchaser shall carry out the postqualification of the Bidder in accordance with ITB 36, using only the requirements specified. Requirements not included in the text below shall not be used in the evaluation of the Bidder's qualifications.

(a) If Bidder is Manufacturer:

(i) Financial Capability

The Bidder shall furnish documentary evidence that it meets the following financial requirement(s) for each lot:

Lot 1: The Bidder should demonstrate a minimum average annual turnover of US\$ 5 (five) million equivalent.

Lot 2: The Bidder should demonstrate a minimum average annual turnover of US\$ 500,000 (five hundred thousands) equivalent.

Lot 3: The Bidder should demonstrate a minimum average annual turnover of US\$ 3 (three) million equivalent.

Lot 4: The Bidder should demonstrate a minimum average annual turnover of US\$ 500,000 (five hundred thousands) equivalent.

(ii) Experience and Technical Capacity

The Bidder shall furnish documentary evidence to demonstrate that it meets the following experience requirement(s) for each lot:

Lot 1: The Bidder should demonstrate that it has successfully completed the manufacture of minimum 50 harvesters within last 5 (five) years.

Lot 2: The Bidder should demonstrate that it has successfully completed the manufacture of minimum 2 harvesters within last 5 (five) years.

Lot 3: The Bidder should demonstrate that it has successfully completed the manufacture of minimum 20 forwarders within last 5 (five) years.

Lot 4: The Bidder should demonstrate that it has successfully completed the manufacture of minimum 2 forwarders within last 5 (five) years.

In order to be qualified for more than one lot, the Bidder shall meet the aggregate of the above requirements for which lots the bid is submitted.

(b) If Bidder is not manufacturer:

If a Bidder is not a manufacturer, but is offering the Goods on behalf of the Manufacturer under Manufacturer's Authorization Form (Section IV, Bidding Forms), the Manufacturer shall demonstrate the above qualifications (i), (ii) for the lots under consideration and the Bidder shall demonstrate that it has successfully completed at least 2 supply contracts of similar goods in the past 5 (five) years in order to be qualified for anyone lot or any combination of the lots.

(c) If the Bidder is a Joint Venture (JV)

(i) Financial Capability

The JV partners shall collectively demonstrate a minimum average annual turnover specified above (a) (i) for each lot within the last five years. Where, lead partner must demonstrate a minimum average annual turnover of 50% (fifty percent) of the specified amount over the last 5 (five) years for each lot.

In order to be qualified for more than one lot, the JV and lead partner of JV shall meet the aggregate requirement for the lots under consideration.

(ii) Experience and Technical Capacity

The JV partners shall collectively demonstrate that they have successfully completed the contracts specified above (a) (ii) for each lot within last five years.

In order to be qualified for more than one lot, the JV shall meet the aggregate requirement for the lots under consideration.

(iii) If JV is not manufacturer:

If JV is not a manufacturer, but is offering the Goods on behalf of the Manufacturer under Manufacturer's Authorization Form (Section IV, Bidding Forms), the Manufacturer shall demonstrate the above qualifications (a) (i), (ii) for each lot under consideration and the JV shall demonstrate that it has successfully completed at least 2 supply contracts of similar goods in the past 5 (five) years in order to be qualified for anyone lot or any combination of the Lots. Where, lead partner must demonstrate that it has successfully completed at least 1 (one) contract of similar goods in the past 5 (five) years.

(d) In order to be qualified, the Bidder/JV must submit evidence that it will have/or already have continued representation in the Republic of Belarus to provide sufficient technical support for the proposed goods including the services for maintenance, repair, tests and supply of spare parts stipulated in the General or Special Conditions of the Contract and/or Technical Specifications. The presence of an official representative office or an authorized sales representative, supplier (dealer) in the Republic of Belarus to provide warranty service for warranty repair of equipment and to fulfill the post-warranty maintenance of the machine after the end of the warranty period. The supplier shall have service centers in the Republic of Belarus.

Additional Documents to be submitted (to be used during the post qualification):

The Bidder shall furnish documentary evidence that it meets the following financial requirement(s):

The audited balance sheets or, if not required by the laws of the Applicant's country, other financial statements acceptable to the Employer, for the last five years shall be submitted and must demonstrate the current soundness of the Applicant's financial position.

The Bidder shall furnish documentary evidence to demonstrate that the Goods it offers meet the following usage requirement: *a Reference List with information on the supplies and satisfactory performance for the past 5 years, including contact details (phone, fax, address) of previous clients.*

If Bidder is not manufacturer: It shall furnish documents providing that it is officially authorized to offer the harvester/forwarder of Manufacturing Company through Manufacturer's Authorization Form provided in Section IV for the relevant equipment under consideration.

8. A complete set of bidding documents in English or Russian may be obtained by interested bidders upon the submission of a written application to the address below. The document will be granted to the authorized representative of the Bidder upon submission of notarized Power of Attorney signed by authorized employee of the Applicant. In addition to paper copy the bidding documents may be distributed in electronic format via email address specified by the Bidder.

9. All bids must be accompanied by The Bid-Securing Declaration

10. The address referred to above is:

Attn: Mr. *Mikalai Malyshau*

Street Address: Skryganova str., 6

Floor/ Room number: 4 floor/room 403

220073 Minsk, Republic of Belarus

Tel.: +375 17 259 17 18

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E-mail: bfdp@bellesexport.by

Web site: www.bellesexport.by

Deputy Director - Head of the branch office



Aleksandr Minchuk