

# **INVITATION FOR TENDERS**

## **GEORGIA**

### **TBILISI RAILWAY BYPASS PROJECT**

#### **Design and Construction**

**of**

#### **the Tbilisi Railway Bypass**

This Invitation for Tenders follows the General Procurement Notice for this project, 5993-GPN-40173, which was published in Procurement Opportunities on 14 August 2009.

`Georgian Railway` Ltd (the Employer), has applied for a loan from the European Bank for Reconstruction and Development and the European Investment Bank (hereinafter referred to "the Bank") towards the cost of the Tbilisi Railway Bypass Project.

The Employer now invites sealed tenders from contractors for the Design and Construction of the Tbilisi Railway Bypass.

Tendering for contracts to be financed with the proceeds of a loan from the Bank is open to firms from all countries. 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.

To be qualified to submit a tender and awarded the contract, a tenderer must demonstrate to the Employer that it substantially satisfies the requirements regarding experience, personnel, equipment, financial position and litigation history, specified below:

1. **General Experience.** The tenderer shall meet the following minimum criteria:

- (a) Average annual turnover as prime contractor (defined as billing for works in progress and completed) over the last 5 years of annual Euro 230 million equivalent; and
- (b) Successful experience as prime contractor in the execution of at least three projects within the last 5 years. Each project shall include the following minimum volume of construction activities executed during the period stipulated above. :
  - Construction of new railway embankment of 30 km length. At least one project shall be executed in mountain terrain.
  - One Railway Bridge of 100 m length
  - Railway Signalling – Tonal Automatic Blocking System with Central Equipment Installation (ABTC, broadly used in CIS countries, namely, Ukraine, Russia etc.)
  - Construction of 1 km tunnel in various ground conditions

If the tenderer does not possess in house experience in delivering railway signalling equipment and tunnelling works, experience of proposed specialist subcontractors will be acceptable.

- (c) Successful experience as prime contractor in the preparation of proven design for the following works:
  - New railway embankment of cumulative length of 90 km in mountain terrain
  - Three Railway Bridges of 100 m length
  - Railway Signalling - Tonal Automatic Blocking System with Central Equipment Installation (ABTC, broadly used in CIS countries, namely, Ukraine, Russia etc.)
  - At least one tunnel of 1 km length in various ground conditions

If the tenderer does not possess in house design experience, experience of proposed specialist subcontractors will be acceptable. Notwithstanding, the tenderer shall demonstrate proven experience in execution of at least one project involving single point responsibility for the design and construction of a new railway embankment.

2. **Financial Position.** 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 construction cash flow for the contract for a period of 4 months not less than Euro 20 million equivalent taking into account the tenderer's commitments for other contracts.

The audited balance sheets for the last 5 years shall be submitted and must demonstrate the soundness of the tenderer's financial position, showing long-term profitability. Where necessary, the Employer will make inquiries with the tenderer's bankers.

3. **Litigation History.** The tenderers shall provide accurate information on any current or past litigation or arbitration resulting from contracts completed or under execution by him over the last five years. A consistent history of awards against the tenderer or any partner of a joint venture may result in failure of the 1<sup>st</sup> stage tender.

#### 4 Joint Venture Partnerships

Joint Ventures must satisfy the following minimum qualification requirements:

- i) The lead partner shall meet not less than 40% of the qualifying criteria for annual turnover and financial position specified above. The lead partner shall demonstrate experience with two projects incorporating embankments, bridges as specified above in para 1(b). If the lead partner of the Joint Venture does not possess in house design experience, experience of proposed specialist subcontractors will be acceptable. Notwithstanding, the lead Joint Venture Partner shall demonstrate proven experience in execution of at least one project involving single point responsibility for the design and construction of a new railway embankment.
- ii) The Joint Venture must satisfy collectively all the criteria for general experience, personnel and equipment capabilities and financial position stated above, for which purpose the relevant figures for each of the partners shall be added to arrive at the Joint Venture's total

capacity. Individual members must each satisfy the requirements for audited balance sheets and litigation history.

Tender documents may be obtained with application in writing/in person to the address given below. This request must be accompanied by a duly authorized cover letter, clearly stating the name of the company, the country of domicile and the delivery address of the tenderer and against presentation of evidence of the effected bank transfer of a non-refundable fee of EURO 300 (three hundred EURO).

The money should be transferred to:

TBC Bank, Marjanishvili branch, SWIFT: TBCBGE22  
7, Marjanishvili str., 0102 Tbilisi, Georgia  
Account # 112070112 EUR  
Intermediary Bank: DEUTSHE BANK A.G., D-6236, FRANKFURT/ESCHBORN  
SWIFT: DEUTDEFF

BLZ: 50070010

Correspondent Account : 9499096  
Beneficiary: "Georgian Railway" Ltd

Georgian companies that wish to submit tenders on their own name are allowed to transfer the equivalent of the fee in Georgian Lari, at the exchange rate announced by the Georgian National Bank at the date of purchasing the pre-qualification tender documents, to:

TBC Bank, Marjanishvili branch,  
7, Marjanishvili str., 0102 Tbilisi, Georgia  
account # 112467112 GEL  
bank code # 220101850

If requested in writing by a duly authorized cover letter, clearly stating the name of the company, the country of domicile and the delivery address, the documents will be promptly dispatched by courier at the Tenderer's expenses against presentation of evidence of the effected bank transfer of a non-refundable fee of EUR 50 (fifty Euro). This fee refers to the price for dispatching service only.

Interested firms may obtain further information at the address:  
Georgian Railway Ltd.  
15, Tamar Mepe Ave. Tbilisi  
Tbilisi 0112, Georgia  
Tel.: +995 (32) 563159

Fax.: +995 32 564700  
Mail: dkemoklidze@railway.ge  
Contact person:  
Mr. Dimitri Kemoklidze  
Head Of Strategic Projects and development  
or  
Mr. Giorgi Gurgenidze  
Infrastructure Director  
Mail: ggurgenidze@railway.ge

Upon receipt of an appropriate evidence of payment of the non-refundable fee, the documents will promptly be dispatched by courier; however, no liability can be accepted for their loss or late delivery. In addition, if requested, the documents can be dispatched electronically after presentation by the prospective tenderer of an appropriate evidence of payment of the non-refundable fee. In the event of discrepancy between electronic and hard copies of the documents, the hard copy shall prevail.

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

- (a) the First Stage tender 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 therefore, provided always that such deviations or alternative solutions do not change the basic objectives of the project. Following evaluation by the Employer of the First Stage tenders, the Employer will invite each tenderer who meets the qualification criteria and who has submitted a technically responsive tender to a clarification meeting. The proposals 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.
- (b) the Second Stage tender will consist of an updated technical tender incorporating all changes required by the Employer 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.

First Stage tenders must be delivered to the address below on or before 2.00 pm on 5 February 2010 at which time they will be opened in the presence of the tenderers' representatives who wish to attend.

All Second Stage tenders must be accompanied by a Tender Security of **Euro 2.5 million** 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.

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

"Georgian Railway" Ltd

15, Tamar Mepe Ave., 0112 Tbilisi,

Georgia

**Tel:** +995 (32) 563159

+995 (32) 563185

**Fax:** +995 32 564700