



# **Danish Defence Acquisition and Logistics Organization**

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## TENDER CONDITIONS

for

Delivery

Of

Dog Mounted Sensor, Communication and Light Systems (DMSCLS)

## **1. INTRODUCTION TO THE TENDER PROCEDURE**

This tender concerns the award of a framework agreement (hereafter contract) regarding delivery of Dog Mounted Sensor, Communication and Light Systems (DMSCLS), spare parts, education and service and support. The duration of the framework agreement is 4 years with possibility for renewal for 3 years.

These tender conditions describe the formal rules of the tender procedure.

## **2. TENDER DOCUMENTS**

The complete tender documents consist of:

- Notice on Udbud.dk
- These tender conditions
- The framework agreement, including the following appendices:
  - Appendix A: DALO Terms and Conditions for Trade – with liquidated damages (hereinafter referred to as The Terms and Conditions)
  - Appendix B: Requirement Specification and Supplier's offer
  - Appendix B.1: Suppliers offer – prices
  - Appendix D.1: NATO codification and implementation information
  - Appendix D.2: NATO codification form
- Cover Letter (template)

## **3. THE DELIVERY**

The full and detailed description of the delivery is contained in the framework agreement, including Appendix B "Requirement Specification and Supplier's offer" and the notice on Udbud.dk

## **4. TECHNICAL SPECIFICATIONS AND STANDARDS**

The tender documents may contain requirements that are expressed in the form of technical specifications, such as an ISO standard or a reference to a Nato Stock No. / part number. This shall only be understood as a reference to the quality required. Thus, if any technical specifications do not include the words "or equivalent", the text should be understood to include the words "or equivalent". Similar products, able to fulfill the same requirements / needs and of an equivalent quality, can therefore also be offered.

## 5. AWARD CRITERIA

The Contract will be awarded on the basis of the award criterion best price-quality ratio. In the evaluation of the tenders DALO will use the following sub-criteria with the specified weighting:

1. *Price:* 25 %
2. *Functionality:* 75 %

## 6. EVALUATION METHOD

In order to determine which offer has the best price-quality ratio, DALO will use the evaluation method described in this section. Only tenders that comply with all the mandatory requirements will proceed to further evaluation.

Each criterion stated in clause 5 will be evaluated as follows:

### **Re. 1: Price 25%:**

Each tender will be graded for the Price sub-criterion, based on the prices stated in Appendix B.1 of the tender.

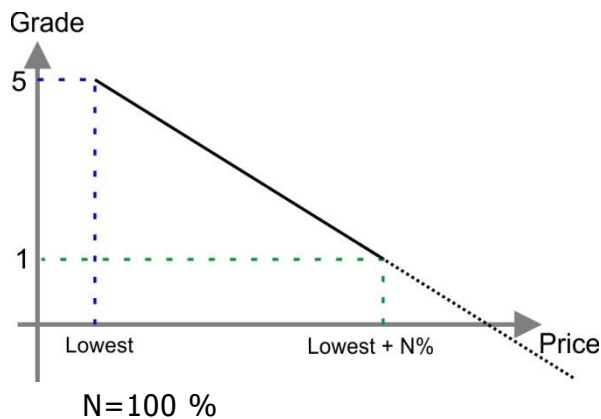
DALO will calculate an Evaluation Price for each tender. The Total Evaluation Price will be calculated as the sum of the Evaluation Price for the following three:

<b>1. DMSCLS</b>	Evaluation Price for DMSCLS = The sum of the cost for the four required sub-systems in Appendix B.1
<b>2. Education</b>	Evaluation Price for education = 1/3 multiplied with the stated price for one training course
<b>3. Service and Support</b>	Evaluation Price for service = stated hourly price rate for a technician

Total Evaluation Price = Evaluation Price for DMSCLS + Evaluation Price for education + Evaluation Price for service.

Offers are graded on a linear scale of 1-5. The offer with the lowest Total Evaluation Price will be given the highest grade, 5. The lowest Total Evaluation Price is understood as the lowest calculated Total Evaluation Price among all compliant offers,

that is, offers which comply with all mandatory requirements. All other offers are graded on a linear scale, where offers with a Total Evaluation Price of 100 % or more above the lowest offer are given the grade 1 (as shown in the table below).



### ***Alternative price evaluation***

If more than half of all the compliant offers are outside the span of 0 – 100% higher than the lowest price offered, DALO will use an alternative linear scale with the same grades, but with a greater span:

- DALO will use Alternative 1 (Lowest price + 125%), unless half or more of all the compliant offers are outside the span of 0 – 125% higher than the lowest price offered.
- DALO will use Alternative 2 (Lowest price + 150 %) otherwise. This also applies if one or more of the offers are more than 150% higher than the lowest price, i.e. DALO will never use a span greater than Lowest price + 150%.

### **Re. 2: Functionality 75%**

The Functionality sub-criterion is evaluated based on each tender's compliance with the evaluation requirements (R-requirements) in Appendix B.

The tender is awarded a number of points for each evaluation requirement (R-requirements), depending on the degree to which the tender fulfils the requirement; 1 point for not fulfilled, 5 points for fulfilled to the highest degree.

Furthermore for each evaluation requirement (R-requirement) a weight (stated in percentage) has been provided corresponding to the importance of the requirement. The higher percentage stated the more important to DALO.

Details on how each individual evaluation requirement is evaluated are given in Appendix B, section 5, in the column "Evaluation".

The grade for each evaluation requirement (R-requirement) will be calculated by multiplying the point(s) with the weight (percentage).

The overall grade for Functionality will then be calculated as the sum of grades for all evaluation requirements (R-requirements).

### ***Overall evaluation***

When each tender has been evaluated for each sub-criterion as described above, a final, overall evaluation for each tender will be made based on the evaluation for each sub-criterion and the weighting of the sub-criteria.

Each tender will be assigned an overall grade, calculated as the weighted average of the grades assigned for each criterion. The overall grade is calculated as follows:

$$\text{Grade}_{\text{tender}} = \text{Grade}_{\text{price}} * 0,25 + \text{Grade}_{\text{functionality}} * 0,75$$

The tender with the highest overall grade will be the winner of the tender and awarded the contract. In case of equal score the price will be decisive.

## **7. RESERVATIONS**

Reservations regarding the contract and/or the Appendices including Appendix A DALO's Terms and Conditions and Appendix B Requirement Specification will not be accepted. If a tender contains such reservations it will be considered non-compliant and not be taken into consideration.

## **8. QUESTIONS IN WRITING**

Questions regarding the tender documents shall be submitted to fmi-ktp-id-tender-ma@mil.dk.

Questions and answers (anonymized) will be uploaded to [www.udbud.dk](http://www.udbud.dk) with the other tender documents.

Questions received within the deadline stated below under section 12 will be answered.

Questions received later than that, will not be answered.

## **9. THE CONTENT OF THE TENDER**

Tenders shall be in English.

The tender **shall** contain the following:

- 1) Cover letter – preferably using the DALO template**
- 2) Completed Requirement Specification and Supplier's offer (Appendix B)**
- 3) Completed Suppliers Prices (Appendix B.1)**

The Tenderer is furthermore asked to return the Codification Excel sheet (Appendix D.2) with the required data/information (marked with a yellow color in the heading in the EXCEL spreadsheet template) on the components listed/offered in Appendix B.1. Please note that it is *not* a mandatory requirement to submit Appendix D.2 together with the offer but DALO urge the Tenderers to do so.

Tenderers are especially made aware of that they shall **not** submit their own terms of delivery or any other documentation not requested by DALO.

## **10. DEADLINE FOR SUBMITTING BIDS; TIMEFRAME DURING WHICH THE TENDERER MUST MAINTAIN THE TENDER**

The tender must be submitted by e-mail to [fmi-ktp-id-tender-ma@mil.dk](mailto:fmi-ktp-id-tender-ma@mil.dk) no later than **4<sup>th</sup> of December 2017 at 13:00 CET**. Tenders received after this time will not be taken into consideration.

The tenderer must maintain the bid for a period of 3 months after the deadline.

## **11. HANDLING OF TENDERS AND COMPLAINT INSTRUCTIONS**

DALO does not consider the tender procedure concluded until the contract is signed and reserves the right to terminate the procedure without an award. Regardless of whether the contract is awarded or not, all tenderers are bound by the terms of the

bid until DALO has entered into a contract or the period set out in clause 10 of these Tender conditions has expired.

Should the contract be awarded to a joint group of economic operators (a consortium) the participants of such consortium shall assume joint and several liabilities and appoint a representative of the group who is authorized to be DALO's contact to the consortium.

Complaints regarding the award of the contract must be filed to the Complaints Board for Public Procurement with copy to DALO within 45 calendar days after receipt of the notification letter. The Complaints Board for Public Procurement can however only handle cases in which the contract has cross-border interest or exceeds the thresholds of the Danish Act no. 1564/2015 on Public Procurement (in Danish: "Udbudsloven") or Directive 2009/81/EC of the European Parliament and of the Council of 13 July 2009.

## **12. SCHEDULE FOR THE TENDER PROCEDURE**

<b>Date, time</b>	<b>Event</b>
<b>13<sup>th</sup> of November 2017</b>	<b>Submission of the tender notice at <a href="http://udbud.dk">udbud.dk</a>.</b>
<b>26<sup>th</sup> of November 2017</b>	<b>Deadline for the submission of questions regarding the tender documents expires.</b>
<b>28<sup>th</sup> of November 2017</b>	<b>Deadline for DALO's reply to questions regarding the tender document expires.</b>
<b>4<sup>th</sup> of December 2017 at 13.00 CET</b>	<b>Tender deadline.</b>