

**INVITATION TO EXPRESSION OF INTEREST (EOI)
FOR THE OUTSOURCE OF SOFTWARE DEVELOPMENT (SWD)**

DOCUMENT RELEASE DATE	LAST DATE RECIPIT PROPOSAL
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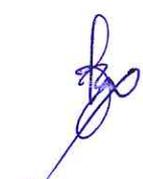


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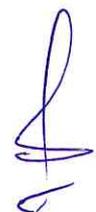
Table of contents

Contents	Page
1. Introduction.....	3
2. Objective	3
3. Scope	3
4. Terms and condition	3
5. EOI Requirements	4
5.1 Eligibility Requirements.....	4
5.2 Preliminary Requirement	4
5.3 Mandatory/Technical/Requirements.....	4
5.4 Financial requirements for SWD.....	6
5.5 Human Resources requirement (Manpower).....	7
6. Summary of Check List of Instruction to Bidders.....	9
7. A. preparation of bids.....	10
b. submission of bids.....	12
c. bid opening.....	13
d. detail examination and evaluation.....	15
8. Letter of authorization to sign the bids form.....	17
9. Anti bribery pledge form.....	18
10. Compliance statement form.....	19






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1. INTRODUCTION

Ethiotelecom is actively looking for experienced software development firms to partner with on various projects and initiatives. Our dedication to nurturing innovation and propelling technological advancements underscores our belief in the importance of collaborating with external experts to accomplish the objectives.

The invitation is open to all national firms or companies that are legally constituted and possess the necessary qualifications and experience in providing the specified services.

2. OBJECTIVE

This Invitation for partner is intended to shortlist and engage with the potential partners who have diverse range of experience high level of expertise in the provision of Software development.

3. SCOPES

The scope of the Service mainly depends on software development partners and the specific needs will be determined based on Ethio Telecom Demand.

4. Terms and condition

1. To participate in this expression of Interest, bidders must qualify by meeting the following and such other criteria as Ethio telecom may consider appropriate under this circumstance:

a. Bidders must possess the necessary professional and technical qualifications and competence, financial resources, equipment, and other physical facilities.

b. Managerial capability and experience on the provider of the service under consideration, reputation of the firm and the personnel to perform the contract.

c. Bidders must have the legal capacity to enter the contract.

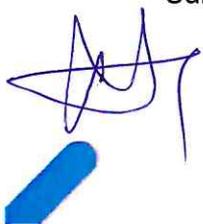
d. Bidders are not insolvent, in receivership, bankrupt or being wound up, their business activities have not been suspended, and they are not the subject of legal proceedings for any of the foregoing.

2. Ethio telecom shall disqualify a prospective bidder:

a. Who submits a document containing false information for the purposes of qualification.

b. If it is found at any time that the information submitted concerning qualifications was materially inaccurate, incomplete, or defective.

3. A bidder may submit or participate in any capacity whatsoever in only one bid for each contract. Submission or participation by a bidder in more than one bid for a contract.



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(Other than alternatives which have been permitted or requested) will result in the disqualification of all bids for that contract in which the party is involved. However, this does not limit the inclusion of the same subcontractor in more than one bid.

4. This Bidding document does not bind Ethio telecom in any way regarding any legal decision or action, which may be taken on this matter. The participation in this bid shall mean that the Suppliers understands and accepts the responsibility to fulfill instructions which are given in this document, and that warrants that the information they gave is correct and final.

5. Legally authorized agents shall collect the bidding documents for each principal they are representing.

5. INVITATION TO EXPRESSION OF INTEREST REQUIREMENTS

5. 1 Eligibility Requirements

Interested bidders shall fulfil and provide the following requirements when submitting their response proposal regarding to eligibility:

Index	Requirement	Comply /Not comply	Supporting documents
1	All suppliers should have a valid and renewed trade license for the year.		Provide document
2	All suppliers should have a valid VAT Certificate		Provide document
3	Availability of Letter of Authorization to sign the bid offers (Sample form attached)		Provide document
4	Anti-bribery pledge form. (sample form attached)		Provide document



5.2 Preliminary Requirement

Interested bidders shall fulfil and provide the following requirements when submitting their response proposal regarding to preliminary requirements.

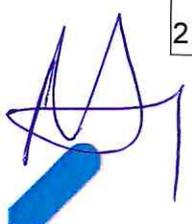
Index	Requirement	Comply /Not comply	Supporting documents
1	All suppliers should submit their company profile, year of experience regarding to software development		Provide document
2	The partner should have been in the Software Development and execution of similar projects for at least for last three years continuously and provide testimonial letter form three clients. Which shall be signed and stamped by the client.		Provide document
3	Any standard certification from concerned body if any (INSA or Mol)		Provide document
4	If there is Joint Venture agreement		Provide document

5.3 Mandatory/Technical/Requirements

Interested suppliers shall fulfil and provide the following requirements when submitting their response proposal:

Prospective suppliers should attach a separate document with specific responses to each of the requirements in the format below:

Index	Requirement	Comply/Not comply/detail Description	Remark
1	Technical Expertise: Partners should offer diverse technical skills across domains such as web development, mobile app development, AI, machine learning, data analytics, cybersecurity, and cloud computing, etc.		
2	Innovative Solutions: Collaboration focuses on crafting and developing innovative solutions to tackle specific market challenges or opportunities through brainstorming, prototyping, and joint development efforts.		








3	Product Development: Partners work together on designing, building, and launching new software products or features, including joint research and development projects.		
4	Quality Assurance and Testing: Assistance in quality assurance and testing activities ensures software products meet high standards of reliability, performance, and usability, encompassing automated testing, manual testing, and QA consulting services.		
5	Project Management: Expertise in project management ensures smooth execution of software development projects by defining project scope, planning resources, managing timelines, and mitigating risks.		
6	UI/UX Design: Collaborative efforts in UI/UX design ensure software products are intuitive, user-friendly, and visually appealing.		
7	Integration Services: Partners should provide aid in integrating software products with existing systems, platforms, or third-party APIs, employing custom development, middleware solutions, and data synchronization.		
8	Support and Maintenance: Services encompass bug fixing, troubleshooting, performance optimization, and software updates to ensure ongoing reliability and performance of software products.		
9	Training and Knowledge Transfer: Partners should provide training and knowledge transfer services to equip internal teams with skills and expertise to effectively manage and maintain software products.		
10	Should have possess expertise in relevant programming languages, frameworks, and technologies required for the project		
11	Platform based Approach; - Partners experience working with platforms-based approach, rapid development tools, vendor partnership with Low code/no code platforms, BPM tools, and API Gateways.		
12	Rapid prototyping: - Partners Ability to provide Demo software and prototype versions in short time period		
14	Supplier should provide a warranty related document if required.		
15	Supplier experience to automating infrastructure provisioning and management using Devops automating tools		










16	Supplier experience in automating the testing of applications on every code commit to catch issues as early as possible		
17	Supplier experience in automating the deployment process to move code changes through various environments (e.g., development, testing, production) seamlessly.		
18	Supplier experience in setting up/utilizing comprehensive monitoring and alerting systems to track application performance, applications/infrastructure health, and user experience		
19	Supplier experience in implementing security best practices throughout the Software CI/CD development lifecycle, including secure coding practices, vulnerability scanning, and penetration testing.		
20	Supplier experience in fostering a culture of collaboration between development, operations, and other stakeholders		
21	Supplier experience in utilization of collaboration tools like Slack, Microsoft Teams, or Matter most for communication and coordination.		
22	Supplier experience in utilization of a version control system (e.g., Git/GITLAB) for tracking changes to code, configurations, and infrastructure		
23	Supplier experience in maintaining/Managing up-to-date documentation for code, configurations, infrastructure, and processes		
24	Suppliers must demonstrate their team's experience at least in the following technologies: <ul style="list-style-type: none"> • Frontend Development: <ul style="list-style-type: none"> ○ Next.js: Experience building production-ready web applications using Next.js. ○ React: Strong understanding of React fundamentals and experience building interactive user interfaces. • Backend Development: <ul style="list-style-type: none"> ○ NestJS/Laravel: Expertise in building scalable and maintainable APIs using either NestJS or Laravel. ○ Node.js: In-depth knowledge of Node.js for server-side development. • Database Management: <ul style="list-style-type: none"> ○ Prisma or similar ORM tools (highly preferred): Experience using Prisma or a 		

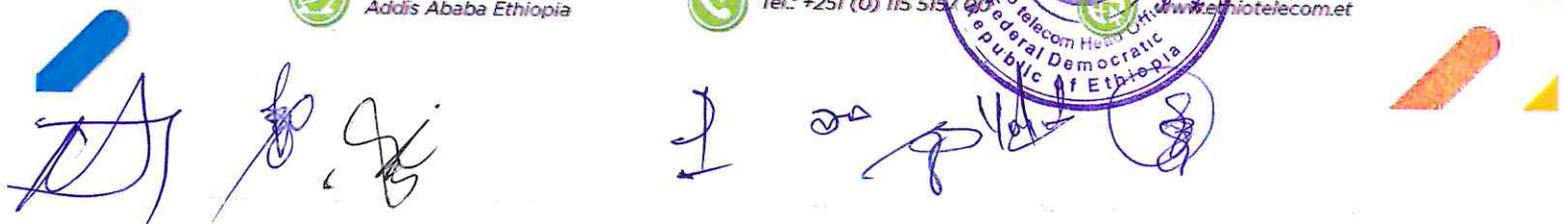


	similar ORM tool for efficient database interactions. Familiarity with relevant database technologies (e.g., PostgreSQL, MySQL) is a plus.		
25	<ul style="list-style-type: none"> Suppliers must provide a portfolio of projects showcasing their team's experience with the technologies. This portfolio should include: Project descriptions: Briefly describe each project, highlighting the technologies used and the challenges addressed. Solutions implemented: Explain how the team leveraged the mentioned technologies to overcome those challenges and achieve successful outcomes. 		
26	<p>Suppliers must provide an overview of their development team structure, including:</p> <ul style="list-style-type: none"> Team size: Specify the total number of developers on the team. Experience Breakdown: Detail the experience level (e.g., junior, mid-level, senior) of developers for each technology stack (Next.js, React, NestJS/Laravel, Node.js, Prisma/similar ORM). Communication plan: Outline the communication strategy for collaboration between your team and the supplier's development team. 		

5.4 Financial requirements for Software Development

The company provides the below stated requirements when submitting their proposals.

Index	Requirement	Comply / Not comply/ Remark	Detail description.
1	The company should possess the essential infrastructure, facilities and technical expertise and should have on its payroll at least 10 Technical employees.		Provide documents



2	Should have strong financial stability and capability to support the project throughout its duration. Annual turnover for last 5 years averages at least 10 million ETB		Provide current financial capability
3	Supplier should submit their current audited report. At last, for recent 3 years.		Provide audited report
4	Partners willing to comply with ethiotelecom business policy, procedure, business engagement model (capex, opex, revenue sharing...etc).		Detail description

5.5 Human Resources requirement (Manpower)

Interested company should provide related to Human resource requirements and submit with their proposal as per below requirement.

Index	Requirement	Comply/ Not comply	Supportive
1	Certifications: supplier should provide lists of employees with their position, experience in leading projects, and effective communication skills and company structure.		Provide documents
2	Supplier should provide a detail CV for the professionals involved on software development with their detail professional experience related with Software development		Provide documents






6. Summary of Check List of Instruction to Expression of Interest

N ^o	Sections of EOI Document	Requirements	Remark
A	• Section-I: Eligibility Requirements (EOI opening) screenings Stage		
1	Letter of Authorization to Sign the Bid offers	A bid NOT accompanied with signed & stamped Letter of Authorization to sign the bid offers by the participating bidder's company CEO, General Manager and Managing Director and/or a duly authorized person to sign the bid offers as per the attached sample format (Sample Form N ^o .6-page no. 24) shall be considered as non-responsive to the bid and rejected from the bid.	Applicable to all participants.
2	All pages of bid offers (i.e., Eligibility, preliminary, Technical, financial and manpower) should be signed & Stamped by the duly authorized person	A bid NOT signed & stamped each page of the bid offers (i.e., eligibility, technical & commercial) by the bidder's company CEO, General Manager and Managing Director and/or the duly authorized person and the bid offer should be original . If not, a bid shall be considered as non-responsive to the bid and rejected from the bid.	Applicable to all participants
3	Anti-Bribery Pledge Form	A bid NOT accompanied with signed and stamped Anti-bribery pledge form by a duly authorized person to sign bidder's bid offer as per the attached sample format (Sample Form N ^o . 8, page no. 26) shall be considered as non-responsive to the bid and rejected from the bid.	Applicable to all participants.
4	Trade License	A bid NOT accompanied with a valid and renewed trade license for the current year shall be considered as non-responsive to the bid and rejected from the bid.	Applicable to all participants
5	VAT	A bid NOT accompanied with VAT registered certificate shall be considered as non-responsive to the bid and rejected from the bid.	Applicable to all participants
B	Section-II: (Mandatory and Weighted) Technical Requirements Evaluation Stage		
1	Summary of Compliance Statement to each Clause of the technical requirements	A bid NOT accompanied with properly filled with " Comply OR Not Comply " remark in the summary of compliance statement to each mandatory and weighted technical requirements clause by clause shall be considered as non-responsive to the bid and rejected from the bid. N.B: In addition, putting " Partially comply " remark in the compliance summary statement shall be considered as " Not Comply ".	Applicable to all participants



N ^o	Sections of EOI Document	Requirements	Remark
2	Compliance Statement Sample Format	Bidders are kindly advised to use the tabular compliance statement form provided in the manual bidding document.	Applicable to all participant

A. PREPARATION OF EXPRESSION OF INTEREST

7. Clarification of documents

A prospective bidder requiring any clarification of the bidding documents may notify the Purchaser in writing or by fax or by e-mail at the Purchaser's mailing address indicated in the **bidding data**. The Purchaser must receive all requests for clarification no later than the date specified in the **bidding data** prior to the deadline for the submission of bids. The Purchaser will respond in writing or by fax or e-mail to such requests for clarification of the bidding documents which it receives.

8. Amendment of bidding documents

8.1 At any time prior to the deadline for submission of bids, the Purchaser may amend the bidding documents by issuing addenda.

8.2 Any addendum thus issued shall be part of the bidding documents and shall

be communicated in writing or by fax or e-mail to all prospective bidders that have received the bidding documents. Prospective bidders shall promptly

Acknowledge receipt of each addendum in writing or by fax or e-mail to the Purchaser.

9. Language of bid

The bid and all documents and correspondence relating to the bid exchanged by the bidder and the purchaser shall be written in the language of the bid specified in the **bidding data**. Supporting documents and printed literature furnished by the bidder may be in another language provided they are accompanied by an accurate translation of its pertinent passages in the language of the bid, in which case, for purposes of interpretation of the bid, the translation shall govern.

B. SUBMISSION OF EXPRESSION OF INTEREST

10. Sealing and marking of bids



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10.1 The bidder shall seal the original and each copy of the bid in separate technical, commercial and the eligibility requirements envelopes, duly marking the envelopes as “ORIGINAL” and “COPIES.” All the envelopes shall then be sealed in an outer envelope.

10.2 The inner and outer envelopes shall:

- (a) Be addressed to the Purchaser at the address provided in the **bidding data**.
- (b) Bear the name and identification of the bid as defined in the **bidding data**.

11. Eligibility Requirement Envelop shall contain:

- a) Letter of Authorization to sign the bid offers
- b) Anti bribery pledge form
- c) Renewed trade license
- d) VAT registration certificate

12. Preliminary Requirement Envelop shall contain.

- a) suppliers should submit their company profile, year of experience regarding to SWD
- b) The partner should have been in the software Development and execution of similar projects for at least for last three years continuously and provide testimonial letter form three clients. Which shall be signed and stamped by the client.
- c) Any standard certification from the concerned body. (INSA or Mol)
- D) Joint venture agreement (JV). if any.

13. Technical Envelop shall contain:

- a) All documents establishing the responsiveness to all proposed goods technical specifications of the bidding document;
- b) Compliance statement or table with reference to the technical specification and data sheets.
- c) List of documents submitted by the bidder.
- d) And other documents requested by the purchaser.

14. Financial Envelop shall contain:

- a) The company should possess the essential infrastructure, facilities and technical expertise and should have on its payroll at least 10 Technical employees.
- b) Should have strong financial stability and capability to support the project throughout its duration. Annual turnover for last 5 years averages at least 10 million ETB equivalent in other currency.
- c) Supplier should submit their current audited report. At last, for recent 3 years.



14. In addition to the identification required above, the inner envelopes shall indicate the name and address of the bidder to enable the bid to be returned unopened in case it is declared "late".

14.1 If the outer envelope is not sealed and marked as required above, the Purchaser will assume no responsibility for the misplacement or premature opening of the bid. If the outer envelope discloses the bidder's identity, the Purchaser will not guarantee the anonymity of the bid submission, but this shall not constitute grounds for rejection of the bid.

15. Human Resources Envelop shall contain:

a) supplier should provide lists of employees with their position, experience in leading projects, and effective communication skills and company structure.

b) Supplier should provide a detailed CV for the professionals involved on software development with their detail professional experience related with Software development.

16. Deadline for submission of bids

16.1 The Purchaser at the address specified, no later than the time and date specified in the bidding data must receive bids. Any bid received by the Purchaser after the deadline will be returned unopened to the bidder.

16.2 The Purchaser may extend the deadline for submission of bids by amending the bidding documents in which case all rights and obligations of the Purchaser and the bidders previously subject to the original deadline will thereafter be subject to the deadline as extended.

C. EXPRESSION OF INTEREST OPENING

17. Disqualification of Expression of Interest

18.1 Bids will be disqualified due to one or more of the following reasons:

- a. If the bidder commits fraudulent acts in respect of the tender.
- b. If the bidder fails to be substantively responsive to the bidding document.
- c. If the bidder enters an unauthorized relationship with employees of Ethio telecom who are involved in the procurement process.
- d. When the bidder violates the rules and regulations of the tender.



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- e. If any attempt by a bidder or its agents is made to influence Ethio telecom evaluation of tenders or award decisions, including the offering or giving of bribes, gifts, or other inducements.

18.2 Further to disqualification of bid, committing one or more of the acts enumerated in Clause 18.1 except “a” and “c” may lead to blacklisting and forfeiture of bid security.

18.3 For the penalties mentioned above in Clause 18.2 to be imposed, a justified report should be prepared by the Commodity Team and approved by the appropriate official who has the power to approve that specific tender.

D. DETAIL EXAMINATION AND EVALUATION

18. Examination and Evaluation of Expression of Interest

18.1 To determine the lowest evaluated bid, a Preliminary technical screening shall be made followed by detailed technical evaluation.

18.2 Evaluation of bidders’ technical offer shall be made from 100 percent. Accordingly, the technical evaluation of bidders’ offer shall be made in accordance with Clause 19; however, bidders’ Financial and manpower offer shall be compared against each other’s price proposal for those bidders’ who successfully passed the technical evaluation.

18.3 No allocation of points shall be made in carrying out the Preliminary Examination. Rather, “Complied” or “Not Complied” technique shall be used in evaluating each tender.

18.4 Providing no indication/evidence in the bid offer about any requirements specified in the bidding document shall be considered as non-compliance with that specific requirement.

18.5 Those bids that comply fully with Preliminary Requirements Screening shall be considered for further Mandatory Technical evaluation while the others shall be dropped as non-responsive.



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18.6 Those bids that comply fully with the Mandatory Technical evaluation shall be considered for further detailed/weighted Technical and Commercial Evaluations while the others shall be dropped as non-responsive.

18.7 All bidders who meet the mandatory preliminary and technical requirements shall be assessed out of 100% for weighted technical requirements. Bidders will be evaluated against the requirement stated in the weighted technical specification, all included in the technical requirement section of the bidding document.

18.8 Only the bidders who score 70% and above in the weighted technical evaluation shall be considered for Financial and manpower evaluation. In case the number of bidders who meet 70% and above is less than three (3) those bidders who meet 50% and above will be considered for further evaluation.

18.9 NB: Bidders should strictly follow the template in responding to the technical requirement.

18.10 Bidders shouldn't only specify whether the goods that they proposed, 'comply', 'or 'not comply' to the technical specification rather they must also clearly describe and demonstrate the proposed goods 'comply' or 'not comply' to the attached technical specifications of ethio telecom (See compliance forms). Hence, the technical evaluation will consider the description and explanation of the bidders as per the attached requirements and specifications.

AWARD OF CONTRACT

19. Awarding criteria

19.1 The Purchaser will award the contract to the bidders whose bid that has been determined to be substantially responsive to the bidding documents and provided that such bidder has been determined to be qualified to perform the contract satisfactorily.

19.1 The Purchaser reserves the right to accept or reject any bid, and to cancel the bid process and reject all bids, at any time prior to the award of contract, without thereby incurring any liability to the affected bidder or bidders, or any obligation to inform the affected bidder or bidders of the grounds for the Purchaser's action.



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19.2 The Purchaser reserves the right to declare the invitation for bids unsuccessful if there is sufficient evidence of lack of competition or when it is established that the prices of the Bidders are too high.

20. Notification of award

20.1 Once an approval is secured from appropriate officials, a notice of award shall be sent to the winning bidders.

20.2 The notification of award shall not constitute the formation of the Contract.

20.3 Upon the successful Bidder's furnishing of performance security pursuant to Clause 26, the Purchaser will promptly notify each unsuccessful Bidder and will discharge its bid security.

20.4 Unsuccessful bidders should lodge their appeal (if any) within **5(five) days** after being notified about the award.

21. Signing of contract agreement

21.1 While the Purchaser notifies the successful bidder that its bid has been accepted, the Purchaser will send the bidder the contract agreement, incorporating all agreements between the parties.

21.2 Within 10 (Ten) days of receipt of the contract, the successful bidder shall sign the contract and return it to the Purchaser.

22. Performance security

22.1 Within 5 days of receipt of the signed contract from the Purchaser, the successful bidder shall furnish to the Purchaser a performance security in the form stipulated in section III sample form (No.5) or in another form acceptable to the Purchaser.

22.2 Failure of the successful bidder to comply with the requirements of Clauses 27 or 28 shall constitute sufficient grounds for the annulment of the award and forfeiture of the bid security, in which event the Purchaser may award to the next lowest evaluated bidder or call for new bids.



6. LETTER OF AUTHORIZATION TO SIGN THE BIDS FORM

[BIDDER'S NAME AND ADDRESS]

LETTER OF AUTHORIZATION

To: Ethio telecom

Whereas [bidders Name], which is established as a reputable [manufacturer/supplier/wholesaler/etc.] of the [description of goods to be supplied] hereby authorize [authorized person's name], and whose sample signature is shown below.

[Sample Signature]

[Name]

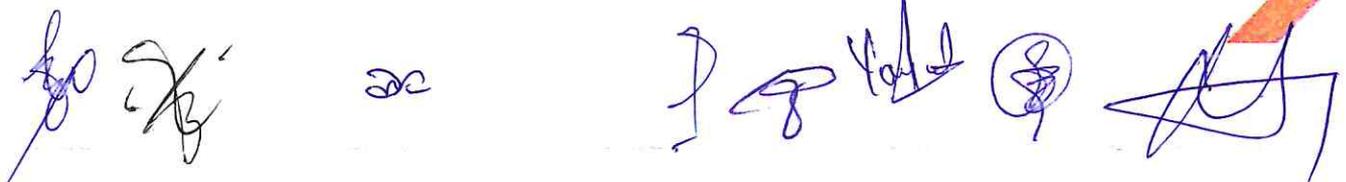
Sincerely Yours.

[Signature of Company official and Stamp]

[Name]

[Title]

NB: - This format is not used if the CEO or General Manager or Managing Director or . . . of the company signs the bid offers. If so, a letter that indicate as the company CEO or General Manager or Managing Director or . . . signed the bids shall be attached.



ANTI BRIBERY PLEDGE FORM

To _____

Addis Ababa

Dear.

Having examined the under mentioned “Corrupt and Fraudulent Practices” We have agreed to sign this anti-Bribery Pledge Form and confirm and assure the purchaser that we will not at any time engage ourselves into these evil practices.

In pursuance of this policy the purchaser defines: -

- a) Defines: -
 - i. **“Corrupt practice”** means one offering giving, receiving, or soliciting of anything of value to influence the action of a public official in the procurement process or in contract execution; and
 - ii. **“Fraudulent practice”** means a misrepresentation of facts to influence a procurement process or the execution of a contract to the detriment of the submission designed to establish bid prices at artificial non-competitive levels and to deprive the purchaser of the benefits of free and open competition.
 - iii. **“Collusive”** practices mean’s a scheme or arrangement between two or more Bidders, with or without the knowledge of the purchaser, designed to establish prices at artificial, noncompetitive levels.
 - iv. **“Coercive practices”** means harming or threatening to harm, directly or indirectly, persons or their property to influence their participation in a procurement process or affect the execution of a contract.
- b) Will reject a proposal for award if it determines that the Bidder(s) recommended for award has engaged in corrupt or fraudulent practices in competing for the contract in question.
- c) Will declare a firm ineligible, either indefinitely or at stated period, to be awarded a contract if it at any time determines that the firms have engaged in corrupt or fraudulent practices in competing for, or in executing a contract.

In addition to this, we understand that the purchaser has the right to reject register in blacklist and forfeit their Bid/Performance Security of the firms, who are found to be corrupt and fraudulent.

This Anti-Bribery pledge form is signed the ____day of _____2024

Name

Signature and Seal

(in capacity of)



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9. COMPLIANCE STATEMENT FORM

- a) Bidders shall respond to **basic sections of these tender clause-by-clause/Clauses/ for each Ethio telecom requirement separately**, using a compliance summary statement, the **sample format** of which is given below. This shall be in sequential order, the same as is given in these requirements.

Ethio telecom technical specification		Bidders' technical specification	
Technical specification clauses/paragraphs reference.	Requirement /Attribute	Compliance statement	Description
1.		Put Comply or not comply	Explain how the offered proposal is complaint or not compliant with the requirement (if the bidder does not mention justification for compliance, it will be considered as non-compliant). please mention the page No in your detail proposal
2.		Put Comply or not comply	

- b) For purpose of compliance verification, a document and page number cross-reference should be given (where applicable) in the reference column of the compliance summary statement (**if the bidder does not mention justification for compliance, it will be considered as non-compliant**).
- c) The supplier may include other relevant documentation by indicating a page number of documents. It is mandatory to include detailed technical documentation, covering specification and quality performance of goods to be offered.

Any clause marked with "comply" in the bidders' compliance summary statement is binding on the successful bidder to supply goods that meet the requirements of that clause. This shall apply for the lifetime of any awarded contract.



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