

REFERENCE: EOI/291/2017

Date: April 18, 2017

Procurement Notice: Call for expression of Interest (EOI) under the upcoming Invitation to Bid (ITB) for the turnkey project for the supply of sapropel processing line and performance of associated services (installation, testing & commissioning, training of operators) in Zhitkovichi (Gomelskaya Oblast, Republic of Belarus)

United Nations Development Programme in Belarus (UNDP) invites interested and qualified companies to submit Expression of Interest in participating in the subsequent tender exercise (ITB) for the turnkey project for the supply of sapropel processing line and performance of associated services (installation, testing & commissioning, training of operators) in Zhitkovichi (Gomelskaya Oblast, Republic of Belarus) in the framework of project "Supporting the Transition to a Green Economy in the Republic of Belarus", financed by the European Union and implemented by the United Nations Development Programme.

a) <u>Background</u>

United Nations Development Programme in Belarus is executing procurement under the project's objective "Developing green economy in the regions through implementation of pilot initiatives", and namely in line with the pilot initiative "Production of highly-efficient organic fertilizers through advanced sapropeles processing".

The use of organic sapropeles-based fertilizers by agricultural enterprises, farms and local population leads to production of ecologically-clean products and lower production costs. JSC "Zhitkovichikhimservis" refines the sapropeles to produce highly-efficient organic fertilizers for their subsequent use in agriculture to increase soil fertility, enhance crop yield, reduce human-induced burden on soil, cause by the use of inorganic fertilizers.

Sapropeles are dug out of the lake Chervonoe, Gomelskaya Oblast, Republic of Belarus which is an important element in supporting environmental balance in the area of middle reach of the Pripyat river. In recent years the lake has silted and shoaled. These changes negatively affect the local ecosystems. Experts believe that to ensure proper ecological balance of the lake, it is necessary to clean it from silt i.e. dig out the sapropeles.

Annually the sapropeles refinery produces over 2.5 thousand tons of waste that is stored at the open areas. This leads to greenhouse gas emission in the amount of 362.3 kg. Current JSC "Zhitkovichikhimservis" equipment is outdated and does not allow for full-cycle sapropeles processing and increase in extracting sapropeles from the lake Chervonoe.

Within the project framework it is planned to acquire the equipment that will stipulate for the increase in saprolepes extraction and its further processing. Project implementation in Zhitkovichi district will allow introducing the efficient waste-free organic fertilizer production increased by at least 2.5 thousand tons after the first year of project implementation and decrease in greenhouse gases emissions. The increased

volumes of saprolepes extracted from the lake Chervonoe will positively impact the lake itself and dependent ecosystems.

b) Scope of the assignment

United Nations Development Programme in Belarus anticipates issuing a corresponding ITB on the above subject requirement. The aim of this Expression of Interest is to identify potential bidders with capacity to supply, install and commission the below listed equipment. Eligible suppliers will be invited to participate in the upcoming bids. This EOI relates to the procurement of the goods and associated services as specified in the summary technical assignment (Annex II). The technical assignment may be revised or amended as necessary in the ITB document.

c) General instructions and documents to be submitted by an interested company:

United Nations Development Programme in Belarus invites potential suppliers to express their interest in the above procurement. Interested potential suppliers should forward their EOI by email ONLY (max. 5 MB per email message with no limits on number of messages) to the following address: tenders.by@undp.org. Please indicate in a subject field of all communications: EOI/291/2017 for the turnkey project for the supply of sapropel processing line and performance of associated services (installation, testing & commissioning, training of operators) in Zhitkovichi (Gomelskaya Oblast, Republic of Belarus). The Expression of Interest should specify United Nations Development Programme in Belarus reference number EOI/291/2017 and shall be received before 16:00 hours Minsk time on April 24, 2017. If you have any questions, please send your inquiry to a contact person for inquires Sergei Bobrovskih, Procurement Consultant (e-mail sergei.bobrovskih@undp.org, tel. +375 (17) 245-16-05).

The Expression of Interest shall include the following documentation:

1. <u>A brief company profile</u> (maximum 2 pages, including Part 1 "Company's details") evidencing that a company has the technical capability to successfully meet UNDP requirements, has the necessary organization, facilities, experience, accounting and operational controls; adequate technical capacity and quality assurance system (including, as needed, quality controls, property and production control systems, standards and safety programs applicable to goods produced or services performed), is compliant with national or international quality standards for the product offered, adhering to environmental sustainable practices compliance evidenced by certifications (e.g., ISO 14000 Certification).

2. <u>Payment terms preferable</u> (please note that except when the interests of UNDP so require, it is the UNDP's preference to make no advanced payment(s) on contracts (i.e., payments without having received any outputs). In the event when the Bidder requires an advanced payment upon contract signature, and if such request is duly accepted by UNDP, and the said advanced payment exceeds 20% of the total Bid price, or exceed the amount of USD 30,000, UNDP shall require the Bidder to submit a Bank Guarantee in the same amount as the advanced payment (UNDP may also request the Advanced Payment Security for any amount it deems necessary to secure). A form of bank guarantee for advanced payment shall be furnished in the ITB document).

3. <u>Proposed contract implementation schedule</u> (starting from the date of signing the contract) based on the activities under Annex 2 below. Terms of delivery – DAP Zhitkovichi, Gomelskaya Oblast, Republic of Belarus.

4. <u>Warranty proposed</u>, availability and provision of technical support and after sales servicing and maintenance of the equipment and how they will be provided for the End-user of the sapropel processing line, located in Zhitkovichi.

5. <u>Completed EOI Form</u> – Parts 1, 2, 3 (Annex 1).

6. <u>Suggestions with regard to specifications and scope of assignment</u> under the upcoming Invitation to Bid (ITB): what is required to be included, clarified, explained in the technical assignment/specifications.

This Expression of Interest does not entail any commitment of the part of UNDP and does not constitute a solicitation. UNDP reserves the right to change or cancel this EOI without assigning any reasons, to accept or reject any or all expressions of interest without incurring any obligation to inform the affected applicant/s of the grounds. Any costs associated with the submission of the EOI will have to be borne by the suppliers and any such associated costs will not be reimbursed by UNDP.

Annex I. EOI Form

EOI/291/2017

Part 1. Company's details:

1	Name of Legal Entity:	
2	Legal Address:	
3	Telephone Number:	
4	E-mail Address:	
5	Fax Number:	
6	Country of Registration:	
7	Year of Registration:	
8	Taxpayer Number:	
9	Bank Details:	
10	Name and Position of the Head of Company/Organization:	
11	Contact Person under the Subsequent ITB:	
12	Company Area and Details of Business (e.g. service provider, wholesaler, trader, manufacturer and details of business):	
13	National or international quality standards for the product offered:	
14	ISO Certificates or Equivalent Certificates:	
15	Environmental sustainable practices compliance evidenced by certifications (e.g., ISO 14000 Certification):	

Brief company profile:

Preferable payment terms:

Proposed contract implementation schedule (expected commissioning is within 90 days from the contract date):

Warranty proposed, availability of servicing facilities and after sales servicing and maintenance of the equipment, supply of spare parts:

Part 2. Major contracts in supply and commissioning of similar lines for the last 3 years Please list your major contracts in supply and commissioning of similar lines for the last 3 years:

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Client	Year of contract	Lines supplied and commissioned
(name, country of origin)		
1.		
2.		
3.		

Part 3. Financial strength of the company

Please fill in the tables below:

	2014	2015	2016
	Year -1	Year-2	Year-3
Turnover, USD			

Current ratio for the last 3 years

Currency ()	2014	2015	2016
	Year -3(Y3)	Year-2(Y2)	Year-1 (Y-1)
1.Current assets			
2.Current liabilities			
3.Current ratio (1 / 2)			
Average current ratio = Current ratio (Y3+Y2+Y1) / 3 =			

Signed

Authorized representative on behalf of the Company

(Name, position)

(Company name)

Stamped

Suggestions with regard to the specifications and scope of assignment under the upcoming Invitation to Bid (ITB): what is required to be included, clarified, explained in the technical assignment/specifications.:

Annex II. Technical assignment

EOI/291/2017

Technical Assignment and Scope of Responsibilities

The technical assignment and scope of responsibilities tentatively include the following:

ITEM	DESCRIPTION	RESPONSIBILITY
1	COMPREHENSIVE TECHNICAL / ENGINEERING DESIGN FOR THE PROCESSING LINE	PURCHASER
	AND WORKSHOP	
	Complete technical/engineering design for the processing line and whole workshop to	
	be provided by the Purchaser	
2	SUPPLY AND DELIVERY OF THE COMPLETE SET OF EQUIPMENT FOR THE SAPROPEL PROCESSING LINE	SUPPLIER
	The complete set of equipment for processing of sapropel by means of its refining, cleaning, sorting with the aim to obtain organo-mineral stock for drilling mud fluids with the moisture content of 50-60% and production of soil and subsoil includes (the complete specifications will be provided in the ITB document):	
	Storing hopper;	
	Sapropel crusher;	
	• Conveyor – 10 units;	
	Drum separator:	
	Dual-flow switcher – 2 units;	
	• Strain-gauge balance for "Big-bag";	
	Sapropel hopper;	
	Peat hopper;	
	Measuring hopper for fertilizers;	
	Weighing hopper for fertilizers;	
	• Mixer;	
	Soil and subsoil hopper;	
	Packer;	
	Compressor;	
	• Controls	
	8-hour shift production output: – output of equipment for processing of sapropel to obtain organo-mineral stock for drilling mud fluids – 7 t/h; – output of equipment for production of soil and subsoil – 3 t/h	

ITEM	DESCRIPTION	RESPONSIBILITY
3	VENTILATION, LIGHTING	PURCHASER
	 Installation of ventilation/aspiration system in the workshop Provision of workshop lighting 	
4	CIVIL WORKS	PURCHASER
	Construction of all foundations, floors, pits, etc	
5	PACKING & SHIPPING	SUPPLIER
	The equipment must be packed according to Incoterm regulations, requirements and standard for truck transportation.	
	Terms of delivery (Incoterms 2010): DAP Zhitkovichi, Republic of Belarus	
6	INSTALLATION, TESTING, COMMISSIONING AND TRAINING	SUPPLIER
	It is required, that the potential Supplier of the sapropel processing line will carry out installation, start-up and adjustment, testing, commissioning and on-site training of the End-user operators in accordance with an agreed time schedule. The activities should include: Installation of the sapropel processing line. Test run of the equipment on the system operation and relevant function. Trial run the of the line with the actual products. Start actual production under the Supplier's engineer(s) supervision. Commissioning of the line. The training should be conducted by the Supplier's qualified staff and should include, at least, the following basic activities: Training on practical operation of the line. Basic maintenance and repair work. Safety procedures.	
	Supplier engineer(s)/technicians travel expenses, daily allowances, board and lodging shall be at the Supplier's cost.	
	Lifting equipment, local transport for Supplier's engineer(s)/technician(s), translator shall be at the Purchaser's cost.	
7	GUARANTEE REQUIREMENTS	SUPPLIER
	At least 24 months guarantee after commissioning of equipment is requested.	
	Potential Suppliers should have local or regional representative to be able to assure warranty and after sale service for at least 5 years after commissioning	

Production process chart and explanatory note:



Crude sapropel from the storage yard is loaded by the forklift into the storing hopper (item 1). There is a feeding conveyor at the bottom of the storing hopper; the hopper also has a shredding drum. By means of the feeding conveyor sapropel from the storing hopper is fed into the sapropel crusher (item 2), through the magnetic catcher. Crushed sapropel is then fed by means of inclined belt conveyor (item 3) into the drum separator (item 4). In the drum separator organic and hard inclusions are extracted from sapropel. The extracted refuse is transported from the drum separator by means of belt conveyor to the waste pile and then carried by trucks to the agricultural fields.

Unloading of refined sapropel from the drum separator is done by means of inclined belt conveyor (item 6). Sapropel is carried by the conveyor into the double-flow valve (dual-flow switcher) (item 7), and if the end-product is the organo-mineral stock for drilling mud fluids, the double-flow valve is switched to the belt conveyor (item 8) and then sapropel is fed into the strain-gauge balance for "Big-bag" (item 9). The required quantity of sapropel is weighed in the strain-gauge balance and unloaded into the polypropylene bag (Big-bag), suspended on the strain-gauge balance supports. Further the bag by means of the forklift (item 10) and beam crane (item 11) is carried and placed in the workshop's temporary storage area.

For the production of soil and subsoil the double-flow valve (item 6) switches the flow of refined sapropel to the belt conveyor (item 13), and then sapropel is fed through the dual-flow switcher into the sapropel hopper (item 14). Supply of peat into the peat hopper (item 15) is done by the same transport line as for sapropel; the only difference is that peat is transiting through the crusher (crusher is not switched).

Preparation of soil and subsoil is done in the mixer (item 20) by mixing all components: sapropel, peat, potash fertilizers (granulated), phosphate fertilizers (granulated), nitrogen fertilizers (granulated), dolomite powder. Mass fraction of each component in the mix is set by the workshop control panel operator. Fertilizers and dolomite powder packed in the paper bags are carried into the workshop by the forklift. Bags are emptied manually into the measuring hopper for fertilizers (item 18). A separate measuring hopper is provided for each type of fertilizers. The exhaust hood and aspiration system are to be installed above the dolomite powder measuring hopper. The required batch of fertilizer (as per the formula) is successively loaded into the weighing hopper for fertilizers (item 19) from the measuring hopper. Further the weighted fertilizers by means of the weighing hopper conveyor are supplied to the conveyor belt (item 17) and fed into the mixer. Dozing of the required quantity of sapropel and peat by means of dozing belt conveyors (item 16) fixed under the hoppers. Control of quantity of components is exercised by 4 strain sensors installed on each hopper. The dozing conveyors unload the components on the conveyor belt (item 17) and then into the mixer.

Mixing of components is done in cycles: loading – mixing – unloading. Duration of mixing of a batch (1 m³) is 2 to 10 min. Ready soil and subsoil is fed by the inclined belt conveyor (item 21) into the buffer storing hopper (item 22). From the buffer storing hopper the product is carried by the loading conveyor for soil and subsoil (item 23) into the dozer hopper for prepacking of the soil and subsoil (item 24). The conveyor has a system of maintaining required quantity of product in the dozer hopper. The volume belt dozer is intended for automatic prepacking of soil and subsoil into the polypropylene bags by dozes of 3 to 50 l. The volume belt conveyor requires supply of compressed air which is to be provided by the compressor (item 25).