

# REQUEST FOR QUOTATION (RFQ) (Goods)

DATE: April 01/ 04/2020 REFERENCE: UNDP/Tourism/117/2020

Dear Sir / Madam:

via

We kindly request you to submit your quotation for the supply and delivery of **4 (four) SLOOP yachts,** as detailed in Annex 1 of this RFQ. When preparing your quotation, please be guided by the forms attached hereto as Annex 1, 2, 3.

Quotations may be submitted on or before April 14, 2020, 17:00 hours local (Minsk) time and

⊠ <u>*e-mail* to the address below:</u>

#### tenders.by@undp.org

(please indicate in the e-mail subject line RFQ reference number and subject: UNDP\_Tourism\_117\_2020\_ Yacht)

Quotations submitted by email must be limited to a maximum of 7MB, virus-free and no more than 5 email transmissions (please put number for each transmission in the subject line, RFQ reference number and subject). They must be free from any form of virus or corrupted contents, or the quotations shall be rejected. In response to your delivered e-mail you shall receive an auto-reply message. In case you did not receive an auto-reply please check the attachment size as well as the correct spelling of the e-mail address.

It shall remain your responsibility to ensure that your quotation will reach the address above on or before the deadline. Quotations that are received by UNDP after the deadline indicated above, for whatever reason, shall not be considered for evaluation. If you are submitting your quotation by email, kindly ensure that they are signed and in the .pdf format, and free from any virus or corrupted files.

Please take note of the following requirements and conditions pertaining to the supply of the abovementioned Goods:

	☑DAP [INCOTERMS 2010] Braslav, Vitebsklaya Oblast, Republic of Belarus, OR		
Delivery Terms	For the delivery from the territory of the Republic of Belarus Delivery by the Contractor's transport and at the Contractor's cost to Braslav, Vitebskaya Oblast, Republic of Belarus		
Customs clearance, if needed, shall be done by	⊠UNDP		
Exact Addresses of Delivery Locations	Sporting club "Dryviatich" (Gagarina str., Braslav, Dryviaty lake, GPS 55.638175, 27.025132, Republic of Belarus)		
Distribution of shipping documents	Shippingdocumentsshouldbesenttotheaddress:UNDP in Belarus (project 00111682), 220050, Belarus, Minsk, Kirovastr.,17,6thfloor.Copies of the documents should be sent to the e-mail address:iryna.dubouskaya@undp.org		
Latest Expected Delivery Date and Time (if delivery time exceeds this, quote may be rejected by UNDP)	⊠ 90 days from the date of contract signing		
Delivery Schedule	Not Required		
Packing Requirements	Packing must ensure undamaged delivery of goods		
Mode of Transport	AIR XLAND (preferred)		
	SEA		
Preferred Currency of Quotation	<ul> <li>United States Dollar (USD)</li> <li>Euro (EUR)</li> <li>Belarusian Ruble (BYN)</li> <li>The contract will be signed, and the payment will be made in the currency of submitted offer.</li> <li>In the course of evaluation of price quotations of all Offerors and only for the purposes of their comparison, all prices quoted in the offers in different currencies will be converted in US Dollars, in accordance with the official UN operational rate of exchange on the</li> </ul>		
Value Added Tax on Price Quotation	last day of submission of offersImage: Must be exclusive of VAT and other applicable indirect taxes.		
	The price quotations of Offerors - non-residents of the Republic of Belarus shall not include VAT. In the price quotations of the Offerors - residents of the Republic of Belarus, VAT, if included, shall be clearly indicated in the price quotation. The price quotations of the Offerors will be compared without VAT		

After-sales services required	<ul> <li>Warranty for the minimum period of 12 (twelve) months from the date of Goods acceptance by UNDP;</li> <li>Availability of authorized technical support, warranty and aftersales service facility in Belarus or nearby countries.</li> </ul>
Deadline for the Submission of Quotation	17:00 hours local (Minsk) time (UTC + 3), April 10, 2020
All documentations, including catalogs, instructions and operating manuals, shall be in this language	⊠ Russian or English
Documents to be submitted	<ul> <li>Duly accomplished forms as provided in Annexes 1, 2, and 3;</li> <li>Copy of CE certificate for the class D yacht</li> <li>Business Registration Certificate;</li> <li>Manufacturer's Authorization of the company as a Sales Agent / Distributor (if Offeror is not the manufacturer);</li> <li>Evidence/Certification of Environmental Sustainability ("Green" Standards) of the Company or the Product being supplied, if any (not obligatory, if available);</li> <li>Detailed technical description of the offered Goods (technical brochures, data sheets / manuals, etc. with images of the Goods).</li> <li>List of contracts (minimum 2) for the supply of similar goods performed in the past 3 years and contact details of the clients who may be contacted for further information on those contracts as provided in Annex 3, OR statements of satisfactory performance of contracts for the similar goods supplied - minimum 2 clients for the past 3 years.</li> </ul>
Period of Validity of Quotes starting the Submission Date	○ 60 days In exceptional circumstances, UNDP may request the Offeror to extend the validity of the Quotation beyond what has been initially indicated in this RFQ. The Offeror shall then confirm the extension in writing, without any modification whatsoever on the Quotation
Partial Quotes	⊠ Not permitted
Payment Terms	☑ 100% within thirty (30) days upon complete delivery and acceptance of Goods by UNDP. Prepayment allowed up to a maximum of 20% of contract value.
Liquidated Damages	Will be imposed under the following conditions: Percentage of contract price per day of delay: 0.1; Max. no. of days of delay: 30, after which UNDP may terminate the contract

Evaluation Criteria	<ul> <li>☑ Technical responsiveness/Full compliance to RFQ requirements and lowest price;</li> <li>☑ Full acceptance of the General Terms and Conditions for</li> </ul>			
	contracts (Goods and/or Services); ⊠ Provision of the requested documents			
UNDP will award contract to	One and only one Contractor; the contract will be awarded to the			
	quotation that complies with all of the specifications, requirements as well as all other evaluation criteria indicated in the RFQ and offers the lowest price			
Type of Contract to be Signed	Contract Face Sheet (Goods and-or Services). Applicable Contract Face Sheet (Contract for Goods and/or Services) is available at			
	http://www.undp.org/content/undp/en/home/procurement/b usiness/how-we-buy.html			
	or http://www.by.undp.org/content/belarus/ru/home/procurement.ht ml			
Contract General Terms and	☑ General Terms and Conditions for contracts (goods and/or			
Conditions	services).			
	Applicable Terms and Conditions are available at:			
	http://www.undp.org/content/undp/en/home/procurement/b			
	usiness/how-we-buy.html			
Special conditions of Contract	Cancellation of contract if the delivery is delayed by 30 calendar days;			
	$\boxtimes$ Warranty not less than twelve (12) months from the date of acceptance of the Goods by UNDP;			
	End-user of the Goods: Sporting club "Dryviatich" (Republic of Belarus)			
Conditions for Release of Payment	☑ Written Acceptance of Goods by UNDP based on full compliance with RFQ requirements			
Annexes to this RFQ	Specifications of the Goods Required (Annex 1)			
	Form for Submission of Quotation (Annex 2)			
	General Terms and Conditions for contracts (goods and/or			
	services) at: http://www.updp.org/content/updp/en/home/procurement/h			
	http://www.undp.org/content/undp/en/home/procurement/b usiness/how-we-buy.html			
	Company Background Information Form (Annex 3)			
	Non-acceptance of the General Terms and Conditions (GTC) shall constitute grounds for disqualification from this procurement process			

Contact Person for Inquiries	Iryna Dubouskaya
(Written inquiries only) <sup>1</sup>	Procurement Specialist, UNDP Project "Support to Entrepreneurship
	Development in the Tourism Industry at the Local Level in the Republic of Belarus" iryna.dubouskaya@undp.org

Goods offered shall be reviewed based on completeness and compliance of the quotation with the minimum specifications described above and any other annexes providing details of UNDP requirements.

The quotation that complies with all of the specifications, requirements and offers the lowest price, as well as all other evaluation criteria indicated, shall be selected. Any offer that does not meet the requirements shall be rejected.

Any discrepancy between the unit price and the total price (obtained by multiplying the unit price and quantity) shall be re-computed by UNDP. The unit price shall prevail and the total price shall be corrected. If the Offeror does not accept the final price based on UNDP's re-computation and correction of errors, its quotation will be rejected.

After UNDP has identified the lowest price offer, UNDP reserves the right to award the contract based only on the prices of the goods in the event that the transportation cost (freight and insurance) is found to be higher than UNDP's own estimated cost if sourced from its own freight forwarder and insurance provider.

At any time during the validity of the quotation, no price variation due to escalation, inflation, fluctuation in exchange rates, or any other market factors shall be accepted by UNDP after it has received the quotation. At the time of award of contract or purchase order, UNDP reserves the right to vary (increase or decrease) the quantity of services and/or goods, by up to a maximum twenty-five per cent (25%) of the total offer, without any change in the unit price or other terms and conditions.

Any contract or purchase order that will be issued as a result of this RFQ shall be subject to the General Terms and Conditions attached hereto. The mere act of submission of a quotation implies that the Vendor accepts without question the General Terms and Conditions of UNDP indicated above - <a href="http://www.undp.org/content/undp/en/home/procurement/business/how-we-buy.html">http://www.undp.org/content/undp/en/home/procurement/business/how-we-buy.html</a>.

UNDP is not bound to accept any quotation, nor award a contract or purchase order, nor be responsible for any costs associated with a Offeror's preparation and submission of a quotation, regardless of the outcome or the manner of conducting the selection process.

Please be advised that UNDP's vendor protest procedure is intended to afford an opportunity to appeal for persons or firms not awarded a contract or purchase order in a competitive procurement

<sup>&</sup>lt;sup>1</sup> This contact person and address is officially designated by UNDP. If inquiries are sent to other person/s or address/es, even if they are UNDP staff, UNDP shall have no obligation to respond nor can UNDP confirm that the query was received.

process. **In the event that** you believe you have not been fairly treated, you can find detailed information about vendor protest procedures in the following link: <a href="http://www.undp.org/content/undp/en/home/operations/procurement/protestandsanctions/">http://www.undp.org/content/undp/en/home/operations/procurement/protestandsanctions/</a>.

**UNDP encourages every prospective Vendor to** avoid and prevent conflicts of interest, by disclosing to UNDP if you, or any of your affiliates or personnel, were involved in the preparation of the requirements, design, specifications, cost estimates, and other information used in this RFQ.

UNDP implements a zero tolerance on fraud and other proscribed practices, and is committed to identifying and addressing all such acts and practices against UNDP, as well as third parties involved in UNDP activities. UNDP expects its suppliers to adhere to the UN Supplier Code of Conduct found in this link : <u>http://www.un.org/depts/ptd/pdf/conduct\_english.pdf</u>

Thank you and we look forward to receiving your quotation.

Sincerely yours, Procurement Unit

#### Annex 1 REFERENCE: UNDP/Tourism/117/2020

### **Technical Specifications and Requirements**

### Procurement of four (4) SLOOP yachts for inland waters

The sailing boat is intended both for training at yacht schools, as well as for the provision of rental services or family recreation purposes. The boat construction should allow its use for rowing and fishing. The sailing boat will be used for inland waters. The boat rigging should allow its use both in the version CAT and in the version SLOOP. The sails must be adjustable in a few minutes by changing the version from CAT to SLOOP and vice versa.

No. p /p	Parameter	Description / Specifications of Goods (required) and General Requirements	Description / Specifications of Goods and Related Services (offered)		
1.	SLOOP sailing boat without gennaker/spinnaker, new	2 pcs.	Please indicate for the offered Goods: Model: Manufacturer: Country of origin:		
2.	Possibility to change from Sloop to CAT version (and vice versa) in several minutes	Available	Please confirm availability		
3.	Hull lenght	Not less than 4,2 m	Please indicate hull length		
4.	Hull widht	Not less than 1,8 m	Please indicate hull width		
5.	Hull material	Glass reinforced plastic (GRP) or double polyester foam or similar	Please indicate material used		
6.	Boat weight	Not more than 240 kg	Please indicate boat weight		
7.	Load capacity	Not less than 250 kg	Please indicate load capacity		
8.	Persons capacity	Not less than 3	Please indicate persons capacity		
9.	Minimum draught	Not less than 0,25 m Please indicate draught			
10.	Maximum draught	Not more than 1.20 m Please indicate n draught			
11.	Aluminum mast	Available	Please confirm availability		
12.	Set of spars and rigging	Available	Please confirm availability		
13.	Sails: mainsail (grot) + fok	Available	Please confirm availability		

#### Table 1 – SLOOP sailing boat WITHOUT gennarek/spinnaker

	(staksel)	Not less than 10 m <sup>2</sup>	
	Sails area: mainsail (grot) + fok		
	(staksel)		
14.	Sails material	Dacron or analogue	Please indicate material used
15.	Rudder and lifting keel/pivoting centerboard	Available	Please confirm availability
16.	Fittings from stainless steel	Available	Please confirm availability
17.	Cleats	At least 1	Please indicate number of cleats
18.	Ballasting belts	Available	Please confirm availability
19.	Oars (to be used with oarlocks)	2 pcs.	Please indicate number of oars
20.	Oarlocks	2 pcs.	Please indicate number of oarlocks
21.	Bench for seating	At least 1	Please indicate number of benches
22.	Possibility to install outboard engine	Available	Please confirm availability
23.	Locker	Art least 1	Please indicate number of lockers
24.	Warranty	At least 1 year	Please indicate warranty term
25.	User manual in English or Russian	Available	Please confirm availability
26.	CE Certificate for the D class	Available	Please confirm availability

No. p /p	Parameter	Description / Specifications of Goods (required) and General Requirements	Description / Specifications of Goods and Related Services (offered)
1.	SLOOP sailing boat with gennaker/spinnaker, new	2 pcs.	Please indicate for the offered Goods: Model: Manufacturer: Country of origin:
2.	Possibility to change from Sloop to CAT version (and vice versa) in several minutes	Available	Please confirm availability
3.	Hull lenght	Not less than 4,2 m	Please indicate hull length

4.	Hull widht	Not less than 1,8 m	Please indicate hull width	
5.	Hull material	Glass reinforced plastic (GRP) or double polyester foam or similar	Please indicate material used	
6.	Boat weight	Not more than 240 kg	Please indicate boat weight	
7.	Load capacity	Not less than 250 kg	Please indicate load capacity	
8.	Persons capacity	Not less than 3	Please indicate persons capacity	
9.	Minimum draught	Not less than 0,25 m	Please indicate minimum draught	
10.	Maximum draught	Not more than 1.20 m	Please indicate maximum draught	
11.	Aluminum mast	Available	Please confirm availability	
12.	Set of spars and rigging	Available	Please confirm availability	
13.	Sails: mainsail (grot) + fok (staksel) Sails area: mainsail (grot) + fok (staksel)	Available Not less than 10 m <sup>2</sup>	Please confirm availability and size	
14	Gennaker or spinnaker with equipment Sails area of gennaker/spinnaker – not less than	Available Not less than 10m <sup>2</sup>	Please confirm availability and size	
15.	Sails material	Dacron or analogue	Please indicate material used	
16.	Rudder and lifting keel/pivoting centerboard	Available	Please confirm availability	
17.	Fittings from stainless steel	Available	Please confirm availability	
18.	Cleats	At least 1	Please indicate number of cleats	
19.	Ballasting belts	Available	Please confirm availability	
20.	Oars (to be used with oarlocks)	2 pcs.	Please indicate number of oars	
21.	Oarlocks	2 pcs.	Please indicate number of oarlocks	
22.	Bench for seating	At least 1	Please indicate number of benches	
23.	Possibility to install outboard engine	Available	Please confirm availability	
24.	Locker	Art least 1	Please indicate number of lockers	

25.	Warranty	At least 1 year	Please indicate warranty term
26.	User manual in English or Russian	Available	Please confirm availability
27.	CE Certificate for the D class	Available	Please confirm availability

## FORM FOR SUBMITTING CONTRACTOR'S QUOTATION

### (This Form must be submitted only using the Contractor's Official Letterhead/Stationery)

We, the undersigned, hereby accept in full the UNDP General Terms and Conditions, and hereby offer to supply the items listed below in conformity with the specification and requirements of UNDP as per RFQ Reference No. UNDP/Tourism/117/2020:

### TABLE 1: Offer to Supply Goods Compliant with Technical Specifications and Requirements

## <u>Currency:</u> (please indicate currency of your offer)

Item	Description/Specification of	Quantity,	Unit Price	Total Price per Item
No.	Goods	units	(less VAT)	(less VAT)
1	SLOOP yacht without gennaker/spinnaker Model:	2		
2	SLOOP yacht with gennaker/spinnaker Model:	2		
3	Transportation / delivery cost <sup>1</sup>			
-	Terms of delivery:			
-	Total Final and All-Inclusive Price Quotation <sup>2</sup> , currency (in figures):			
-	Total Final and All-Inclusive Price Quotation <sup>2</sup> , currency (in words):			

The price quotations of the Offerors, non-residents of the Republic of Belarus shall not include VAT. In the price quotations of the Offerors, residents of the Republic of Belarus, VAT, if included, shall be clearly indicated in the price quotation. The price quotations of the Offerors will be compared without VAT.

Note:

1. Transportation / delivery to the following destination: Braslav, Dryviaty lake, Republic of Belarus.

2. Total Final and All-Inclusive Price Quotation must include <u>supply and delivery of four (4) yachts on terms DAP</u> <u>Braslav (Incoterms 2010), warranty and all other charges as appropriate.</u>

We hereby declare and confirm that the Goods offered hereinabove are brand new, not used (operated), shall not be a sample or experimental batch, and shall not be assembled from the restored or rehabilitated parts, units or items.

## TABLE 2: Offer to Comply with Other Conditions and Related Requirements

Other Information pertaining to our	Your Responses		
Quotation are as follows:	Yes, we will	No, we cannot	If you cannot comply, pls.
	comply	comply	indicate counter proposal
Delivery Lead Time: Not later than 90 days			
from the date of signing of the contract			
(please indicate the earliest possible lead			
time in the appropriate box)			
Delivery Terms (Incoterms 2010):			
DAP Braslav, Vitebskaya oblast, Dryviaty			
lake, Republic of Belarus			
Acceptance of the Goods: Following			
delivery, the Goods will be inspected and			
tested to check whether they are			
operational, conform to the specifications			
and meet the performance requirements.			
UNDP will sign the Goods acceptance			
certificate following demonstrated			
satisfactory and reliable operation of the vacht, its conformance with the			
yacht, its conformance with the specifications and that it meets performance			
requirements			
<b>Payment terms:</b> 100% within thirty (30) days			
upon complete delivery and acceptance of			
the Goods by UNDP. Prepayment allowed up			
to a maximum of 20% of contract value.			
Validity of Quotation: Not less than 60 days			
starting from the submission deadline date			
Acceptance of all provisions of the UNDP			
General Terms and Conditions for			
contracts (goods and/or services)			
available at:			
http://www.undp.org/content/undp/en/			
home/procurement/business/how-we-			
<u>buy.html</u>			
Copy of Business Registration Certificate			
(please attach a copy)			
Copy of CE certificate for the class D yacht			
(please attach a copy)			
Manufacturer's Authorization of the			
company as a Sales Agent / Distributor in			

the country lif Officient is not the		
the country (if Offeror is not the		
manufacturer)		
(please attach a copy)		
Written Self-Declaration of not being		
included in the UN Security Council		
1267/1989 list, UN Procurement Division List		
or other UN Ineligibility List (as provided		
below the Table)		
Detailed technical description of the offered		
Goods (technical brochures, data sheets /		
manuals, etc. with images of the Goods)		
(please attach copies of available		
materials)		
Availability of authorized technical support,		
warranty and after-sales service facility in		
Belarus or nearby countries.		
(Please indicate address of the warranty		
and after-sales service center)		
List of contracts (minimum 2) for the supply		
of similar goods, performed for the past 3		
years and contact details of the clients who		
may be contacted for further information on		
those contracts as provided in Annex 3, OR		
statements of satisfactory performance of		
contracts for the supply of similar goods		
from minimum 2 clients for the past 3 years.		
(Please provide copies of satisfactory performance or fill in Table in Annex 3)		
Evidence/Certification of Environmental		
Sustainability ("Green" Standards) of the		
Company or the Product being supplied, if		
any (not obligatory, if available).		
(Please provide a copy if applicable)		

We hereby declare of not being included in the UN Security Council 1267/1989 list, UN Procurement Division List or other UN Ineligibility List.

All other information that we have not provided automatically implies our full compliance with the requirements, terms and conditions of the RFQ.

[Name and Signature of the Supplier's Authorized Person] [Designation] [Date]

1. If the country of origin requires Export License for the goods being procured, or other relevant documents that the country of destination may require, the Contractor must submit them to UNDP if awarded the contract.

### ANNEX 3 REFERENCE: UNDP/Toursim/117/2020

### **Company Background Information**

1 Offeror's legal name: 2 Address: 3 *Telephone number:* 4 E-mail address: 5 Fax Number: 6 Country of registration, place of registration: 7 Registration date: 8 Name of body issuing registration certificate: 9 Name and position of the head of company/organization: 10 Contact person under the offer: 11 Bank details:

Each legal entity or individual entrepreneur submitting the quotation shall complete the form:

The legal entity/individual entrepreneur indicated in the Company Background Information Form above has not declared bankruptcy, is not involved in bankruptcy or receivership proceedings, and there is no judgment or pending legal action against this legal entity/individual entrepreneur that could impair its operations in the foreseeable future.

### Track Record and Experiences:

Please provide information on the contracts (minimum 2) for the supply of the similar goods performed in the past 3 years and contact details of the clients who may be contacted for further information on those contracts:

Client	Contract dates	Goods supplied and related services performed	References Contact Details (Name, Phone, Email)