

**ENTERPRISE GREECE**  
**EXPO DUBAI 2020**

**Athens, 28.01.2020**  
**Ref. No. 331/20**

### **Call for Tender**

Project Management/Construction Supervision for Greek EXPO Pavilion

**Call for Tender regarding the** Project Management/Construction Supervision services for the construction and dismantling the Greek EXPO Pavilion of Greece (PMC, i.e. project mgt/construction supervision Consultant) within the context of the Greek Participation at the EXPO DUBAI 2020.

The maximum total Project budget amounts to the amount of two hundred twenty thousand euro **220.000,00 €** plus the corresponding VAT

**Project duration: Since the date of the signing of the contract until the completion of deliverables and the dismantling of Greek Pavilion by May 20<sup>th</sup> 2021, as described below.**

**Contracting Authority** is the société anonyme with the trade name "ENTERPRISE GREECE S.A.", which invites, in accordance with the rules of EXPO DUBAI 2020, the approved supervisors, who are approved and authorized to work in DUBAI, to submit detailed proposals and tenders (hereinafter referred to as "the tenders") for the project management of the Greek National Pavilion, in accordance with the approved designs concerning the Greek National Pavilion, as contained in Annex 1, with the following specifications.

The National Pavilion is located at the EXPO DUBAI area in the area of sustainability. The design of the Greek National Pavilion is attached to this invitation as "Annex 1" and contains the technical description.

### **OBLIGATIONS OF THE CONTRACTOR**

The Contractor undertakes to perform the following, regarding PMC (project mgt/construction supervision Consultant):

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#### **A. PLOT POSSESSION AND MOBILIZATION**

- a. Plot Possession and Mobilization - PMC to liaise with the Expo 2020 Organizer for the Soil Investigation Report and to comply with the requirement prior to Plot Possession.
- b. Conduct weekly progress meeting to update the Contracting Authority
- c. Prepare Progress Report
- d. Managing the on-time submission of Enabling Works Permit prior to Plot Possession and Mobilization prior to commencement of construction activity.
- e. Leading the verification of Plot Demarcation and Hoarding
- f. Ensure that Construction Planning and Logistics strategy are in place
- g. Oversee the Temporary Facility Construction
- h. Administer that the Constructor is following the Worker Welfare Management
- i. Ensuring the implementation of Health, Safety and Quality Management in compliance to Expo 2020 Organizer Assurance Standards
- j. Implement Construction Logistics process in accordance with Expo2020 Organizer requirements and constraints on site
- k. Oversee production of relevant plans for Construction Stage
- l. Detailed Delivery Schedule preparation
- m. Administer material approval from relevant authority through the One-Stop Shop
- n. Compliance with the EXPO 2020 requirements and regulations.

#### ***Required Documents and Reports***

- a. Construction Program and Schedule
- b. Temporary Facility and Mobilization Plan
- c. Temporary Utility Connection Application and Permit
- d. Organizational Chart - Curriculum Vitae of Key Staff, Partners or Principal Officers
- e. Construction Insurance Coverage

#### **B. CONSTRUCTION STAGE**

The Project Management Consultant (PMC) will ensure Constructor's compliance to the Tender Plans, Specification and Contract Documents by the Contracting Authority and design compliance checklist provided the Expo 2020 Dubai Organizer:

- i. Submission of monthly progress report to the Contracting Authority. Reporting will commence once the concept design is submitted. The report shall include the following information:
  - Progress Summary
  - Key Issues during Construction
  - Reviewing the design and providing construction design support to the Constructor
  - Interfaces with work outside of the plot
  - Status of construction quality findings and non-conformances
  - Delivery Schedule (Design/ Construction) update

- Health and safety performance summary and monthly report
- Worker welfare performance summary and monthly report
- Environmental performance summary and monthly report
- Sustainability performance summary and monthly report
- ii. Reports shall be submitted on an agreed monthly date. The submission dates will be stated later on once the bid is awarded, in line with the One-Stop Shop reporting calendar
- iii. To record all incidents and report to the Contracting Authority and EXPO Organizer via monthly report
- iv. To establish an Incident Notification and escalation procedure, to be discussed with the Contracting Authority. Incident reporting procedure to be submitted and discussed with the EXPO Organizer, must include the name and contact details of the personnel responsible for owning and executing the procedures.
- v. Administer the Construction Logistics Plan
- vi. Managing implementation of Quality Management Plan
- vii. Managing Construction Progress Report and Progress Billing (Monthly, Bi-weekly, Weekly, etc.)
- viii. Safety and Quality Management Reports

#### Other Safety Requirements

- Plant and Materials Delivery, Handling and Storage
- Use of Cranes
- Access and Security Management
- ix. Operations & Maintenance Manual
- x. Testing and Commissioning Report

#### *During the Construction Stage, the PMC shall perform:*

- a. Project coordination
- b. Monitor compliance with Expo 2020 Dubai Organizer standards for Health, Safety, Environment and Worker Welfare Assurance Standards

#### *During the Construction Stage, the PMC shall submit:*

- c. Site Progress Monitoring Report for Construction
- d. Periodic Site Inspections Reports
- e. Summary of RFI, Material Approval/ Substitution
- f. Operations & Maintenance Manual in coordination with the Costructor and Suppliers.

#### **CONSTRUCTION PERMITS:**

- i. **Mobilization and Enabling Works Permit**
- ii. **Temporary Utility Connection Application Permit**
- iii. **Building Permit** - Upon the approval of the Final Design, monitor the Architect-On-Record to request the Building Permit from the One-Stop Shop to carry out

Construction Works. The PMC to submit updated Delivery Schedule including details of construction and decommissioning and removal, Supervising Costructor's Project Quality Plan, Construction Health and Safety Plan and Environmental Plan together with curriculum vitae of Costructor's health, safety and environmental personnel.

iv. **Inspections** - PMC to ensure compliance with the standard requirements as stated in the guidelines when the EXPO Organizer carry out health and safety, environment and worker welfare inspections. The EXPO Organizer reserves the right to stop the work if the Costructor is not in compliance with the requirements and will issue a non-conformance report (NCR).

a. PMC will ensure that the Costructor will rectify the breach stated on the NCR, and submit planned corrective action for approval

b. The Expo Organizer through the Contracting Authority will monitor the completion of the corrective action and determine if the action has been completed

c. Where NCR are issued by the EXPO Organizer and the agreed action has not been completed within the agreed time, the EXPO Organizer has the right to follow the agreed escalation process to reach an amicable resolution

### **C. HAND OVER STAGE**

During the Hand Over Stage, the PMC will:

Submit all necessary documents and report such as:

i. Asset handover including all necessary documentation

ii. Testing and Commissioning Report

iii. Punchlisting/ Hand over inspection Report

iv. Technical Dry Run Report

v. As-Built Plans

Perform the following task:

vi. Conduct training for Contracting Authority's team

vii. Witness testing and commissioning in compliance with specifications & guidelines

viii. Witness punchlisting/ Hand over inspection Witness Technical Dry Run

i. **Testing and Commissioning** – PMC must monitor and implements the methods of inspection and testing through the use of Inspection and Test Plans (ITPs) to plan and verify with evidence the compliance of the in-process and completed products for the delivery of Expo 2020 Dubai.

The PMC must ensure that:

a. Testing is undertaken in accordance to relevant and current recognized international standards for specific components, elements or subsystems as determined by the PMC and Contracting Authority, and the respective technical specifications.

b. The requirement for the numbers and types of ITPs, as much as possible, is determined at the beginning of each construction and fabrication project or contract.

- c. ITPs are drafted by staff with the required technical knowledge and ability.
- d. The respective project authority, its quality and particular technical representatives as well as the PMC and Contracting Authority approve the ITPs before implementation.
- e. Separate ITPs are prepared for each type of activity to be inspected and tested or for each work front or fabrication activity.
- f. Inspection and testing generate verification documents (completed check sheets or inspection test records).
- g. In-process verification documents such as checklists are used by respective work teams to indicate compliance to specifications.
- h. Verification documents are signed by the PMC's supply chain's quality control representative as to whether the inspection test criteria have been met in accordance with the verification activity.
- i. The works as indicated in the respective ITP are offered to the PMC and Contracting Authority for their inspection and acceptance before follow-up on works commence.
- j. The PMC and Contracting Authority is notified of works being ready for inspection through a formal inspection request process agreed with the PMC and Contractor.
- k. Where a test is not satisfactory a non-conformance report is raised.
- l. Ensuring that the compliance of Sub-Contractor or supplier to ITPs.
- m. ITPs with completed verification evidence are signed as required and filed as part of the construction and commissioning records.

**ii. Punchlisting/ Hand Over Inspection** – The PMC will lead the implementation of methods for the preparation of and final inspection of the contracted works to ensure that final acceptance is achieved as soon as possible after completion of the works to promote the timely delivery of Expo 2020 Dubai.

The PMC should ensure that:

- a. The method and procedure for the final inspection, correction and acceptance is agreed with the Contracting Authority and the PMC.
- b. All works to be covered are inspected by the PMC or other required authorities, before successive works are undertaken, such as before sealing of ceiling voids or back filling.
- c. All final inspected defects are considered open until closed by the PMC with appropriate written documentation.
- d. All personnel involved in the defect inspections are qualified to do so.
- e. Access is restricted to rooms or areas that have been inspected and where defects have been rectified.
- f. Logging of defects and their status is centrally managed in a system that can be accessible by the PMC.
- g. Final inspection and acceptance activities is shown on the respective construction schedules and is sufficiently resourced.

- h. Final inspection is carried out in appropriate order to minimize rework from follow-on trades.
- i. All formal non-conformances relating to the inspected works are closed and the work accepted by the PMC.
- j. The works are fully inspected and defects determined before the PMC is invited to carry out an inspection.
- k. All inspections by the Contracting Authority, PMC and EXPO Organizer are joint inspections carried out with a senior member of the Constructors' project team.
- l. The schedule for joint inspection is submitted to the PMC for review and agreement at least 24 hours before final inspection is carried out.
- m. The PMC is invited to inspect the works through the use of a formal inspection request.
- n. Sufficient resources and time provided to close defects before application for handover and/or payment.

#### **D. EXPLOIT SPONSORSHIP OPPORTUNITIES FOR THE CONSTRUCTION**

The contractor will investigate sponsorship opportunities and will secure sponsorships equal to at least 20.000€, in money or materials, pertaining to building and acquisition of equipment of the Pavilion.

#### **E. COST CONTROL**

The contractor will ensure that the overall construction cost will not exceed the levels that the Contracting Authority has agreed with the Constructor.

#### **REQUIRED DOCUMENTS TO BE RECEIVED BY THE CONTRACTING AUTHORITY**

- Public statement signed by the applicant or his legal representative in the case of a legal entity, indicating that a) the applicant underwriting is fully aware of the terms of this invitation, and accepts them without reluctance, b) the tender was prepared in accordance with the terms of this Invitation c) the tender covers the entire project as described in this Invitation, d) all documents mentioned and listed in the offer are true and accurate, e) the applicant resigns from any reimbursement rights relating to cancellation or discontinuance of the tender.

Please note:

- Additional requirements that lead to additional costs should be approved by ENTERPRISE GREECE.

- Payment will be made based on invoices issued in Euros according to the following schedule:
  - 10% of the contract by plot possession and mobilization
  - 20% of the contract on February 28th 2020
  - 20% of the contract on April 28th 2020
  - 20% of the contract after the Completion Certificate
  - 10% of the contract after the final Test Event of October 2020
  - 20% of the contract after dismantling
  
- If the agreed deadlines of delivery expire and deliverables have not been delivered pursuant to the contractual terms, the Contractor is obliged to pay as a penalty clause a percentage of 0,2% of the total contract price for each and every day of delay.
- If the Contractor does not fulfill his contractual obligations or if the fulfillment is inadequate or if he violates any of the contractual terms, ENTERPRISE GREECE reserves the right to revoke the Contractor without being obliged (EG) to pay any compensation.
- The penalty clause is not imposed, and the revoke does not occur if the Contractor proves that the delay was caused by facts of force majeure or at fault of ENTERPRISE GREECE.
- Time is calculated in calendar days, costs are calculated as provided under the Agreement (VAT not included) and deadlines cannot be transferred.
- For any matter arising from both the implementation and interpretation of the Agreement to be signed, will be governed by the Greek Law, the documents to be applied are Enterprise Greece' s CEO's Decision for the Award of the PMC (project mgt/construction supervision Consultant, the terms of this Invitation for Negotiation, the terms and conditions of EXPO DUBAI 2020, the award decision of Enterprise Greece's competent body, the terms of the Agreement to be signed and the tender of the Contractor together with the provisions of Greek Civil Law, of EXPO DUBAI 2020 rules and any other Greek Law's in their versions applicable. For any dispute may arise during the implementation of the Agreement, and only if a friendly solution may not be achieved, it is recognized that the Competent Courts are those of Athens, which have the exclusive jurisdiction and power for the appeal of any dispute and before which each contracting party shall appeal or be appealed, on the application of Greek Law, both Substantive and Procedural.

You are kindly asked to submit your tender, as it is mentioned on the above accordingly to the above specs, in Euro, until 09 February 2020, via email at [greece-expo2020@eg.gov.gr](mailto:greece-expo2020@eg.gov.gr).

## REQUIREMENTS - EVALUATION CRITERIA

The economic operators involved in the process of concluding this contract are required to carry out a business activity related to the subject of the services to be provided, namely to provide services related to the study, design and supervision of facilities construction and to be registered with one of the professional or commercial registers in Dubai and in Greece.

More specifically, economic operators involved in the process of concluding this contract are required to be able to provide the requested services to the Emirate of Dubai and more specifically to EXPO 2020 in accordance with the EXPO 2020 General and Special Regulations posted online. Additionally, they are required to be established under Dubai Municipality with approved activity “construction engineering services” and not a Free-zone company.

The economic operators should, **under penalty of exclusion**, prove that during the financial years of 2016, 2017 and 2018, they had **an average annual turnover not less than twice the estimated value of the contract, excluding VAT**.

If the bidder has been operating or conducting business for less than the last three financial years, it shall submit information on the financial years of its operation, in order to prove the competence indicated above.

**In the case of an consortium of economic operators submitting a joint tender, the above supporting documents shall be provided for each member of the association separately, but in any case the above criterion must be met by the members of the association cumulatively.**

### **Technical and professional capacity**

With regard to the technical and professional capacity for this contracting process, economic operators are required, **under penalty of exclusion** :

**(a)** to have carried out similar supervision projects, during the last three years before the date of the tendering process (i.e. the years 2017, 2018, 2019) on relevant works stating the amount of the respective contract and the date of execution, with a minimum requirement three of the similar supervision projects to be under implementation and / or have been implemented in the Emirate of Dubai, and

**(b)** to, qualitatively and quantitatively, have the minimum staffing required to form a project team, as set out below:

**To have a project management team with sufficient staff and skills to undertake the Project consisting of at least:**

(a) A Project Leader/Architectural Engineer with at least ten years of experience in the design of similar projects, of which at least three years in the Emirate of Dubai;

(b) A Civil Engineer with at least seven years of experience in the design of static load carriers of similar projects, of which at least three years in the Emirate of Dubai;



- (c) An Electrical Engineer with at least ten years of experience in the design of similar size projects, of which at least three years in the Emirate of Dubai;
- (d) A Health and Safety Engineer, meeting EXPO requirements; and
- (e) A Project Coordinator - Representative of the Project Team, available to come to Greece, at the office of the Contracting Authority whenever required.

In addition to the above minimum required staffing, the tenderer is required to identify the specialties constituting the most appropriate team, in relation to the requirements and specifics of the Project and to specify in his bid the executives who will be involved in the Project Team, namely:

- Identify the executives to fill senior posts
- Submit the CVs of each member of the Project Team
- Write and submit a job description for each member of the Project Team.

**Third party Support:**

Economic operators may, with regard to the criteria of economic and financial standing and technical and professional capacity, rely on other operators, irrespective of the legal nature of their links with them. In this case, they need to prove that they will have the resources necessary for the execution of the contract at their disposal by producing an undertaking by those entities to place the necessary resources at the disposal of the economic operator.

More specifically, with regard to the professional competence criteria relating to diplomas/studies and professional qualifications, as appropriate, or relevant professional experience, economic operators can rely on the competences of other entities only if the latter perform the work or services for which these specific skills are required.

Where Economic Operators rely on the capacity of other entities regarding the criteria associated with the economic and financial standing required in the call for expressions of interest, the Economic Operators concerned and those supporting them are jointly responsible for the execution of the project.

Under the same conditions, associations of economic operators may rely on the competence of participants in the association or other entities.

In order to prove their suitability to pursue a professional activity they need to provide **(in the supporting documentation)** :

Certificate / attestation of the relevant professional or commercial register of their home state.

Economic operators established in Greece must submit a registration certificate from the Chamber of Commerce or Industry or Chamber of Small and Medium Sized Industries.

To prove establishment in Dubai, as provided by the Expo 2020 General and Special Rules, economic operators must provide a certificate of incorporation from Dubai Economy, that is, the relevant Professional License, authorising them to provide at least the following License activities: Construction Engineering Services,

Architectural Design Consultancy, Road and Traffic Engineering Services. They must also provide registration with the Dubai Ministry of Economy and the Dubai Chamber.

To prove their economic and financial standing, economic operators must provide **(in the supporting documentation)** the information necessary to substantiate their financial standing and solvency in order to carry out the contract.

In particular, they have to submit:

- Balance Sheets or Balance Sheet extracts of the last three (3) financial years (2016, 2017 and 2018), if, in accordance with company laws of the bidder's home state, it is required to prepare Balance Sheets, or, if the bidder is not required to prepare Balance Sheets, Financial Tables of the last three (3) financial years (2016, 2017 and 2018) for the total amount of the annual turnover, or, in case the bidder is based abroad, the relevant documentary evidence. In the case of a natural person, the relevant Income Tax Filings, or Income Tax Returns, or other appropriate documents and supporting documents.
- If the Bidder has been operating or conducting business for less than the last three (3) financial years, it shall submit information on its operating financial years, in order to prove the competence indicated above.
- In the case of an consortium of economic operators submitting a joint offer, the above supporting documents shall be provided for each member of the association separately, but in any case the above criterion must be met by the members of the association cumulatively.

In order to demonstrate technical competence, economic operators must provide **(in the supporting documentation)** evidence demonstrating their specific experience in actions and services relevant to the subject of this call, in particular:

**a) List of the main related projects**

**Deliveries and services are provided with any appropriate evidence to prove the successful implementation of the project.**

The Project List may, for example, be in the following format:

S/ N	CLIE NT	BRIEF DESCRIPTI ON OF THE PROJECT	PROJEC T DURATI ON	S/P Budg et	CURRE NT PHASE	BRIEF DESCRIPTIO N OF CONTRIBUT ION	% PARTICIPAT ION

In the case of Consortium, the above criterion is evaluated cumulatively for their participants.

In order to demonstrate professional competence, the tenderer has to prove the above minimum requirement by submitting **(in the supporting documentation - Provisional Contractor)** the following documentation:

- Table of **executives and associates of the Candidate Contractor** who will participate in the Project Team, according to the following template:

S/N	Company (in case of Consortium / Joint Venture)	Name of Employee of the Candidate Contractor	Position in project team	Responsibilities

Summary Curriculum vitae for each Project Team executive to prove that they meet the requirements. The prospective contractor through his legal representative must also provide a solemn declaration on the accuracy and truthfulness of the particular data of the CVs submitted.

In order to prove legal constitution and representation, in cases where the economic operator is a legal entity, it submits **(in the supporting documentation)** the statutory documents of constitution and legal representation (such as articles of association, change certificates, respective Government Gazettes, constitutive sitting of the BoD in the case of an SA, etc., depending on the legal form of the bidder). The above documents must prove its legal establishment, all relevant amendments to the articles of association, the person(s) that legally bind the company on the date of the tender (legal representative, right of signature, etc.), any third parties who have been granted the power of representation as well as the tenure of the person (s) and/or the members of the governing body/legal representative.

In the case of a candidate with registered offices abroad the following documentation need be submitted: documents of establishment and representation, as in force on the date of the tender, which are legally published - if required by the relevant provisions of their home state country – and document lawful establishment and operation of the candidate as well as the persons that legally bind the legal entity with their signature.

In the case of a consortium of economic operators, these documents must be submitted for each member of the association separately.

Economic operators registered in the official lists provided for in the relevant national provisions in force or certified by certification bodies complying with European certification standards, as appropriate, may provide the contracting

authorities with a registration certificate issued by the competent authority or the certificate issued by the competent certification body.

Those certificates must state the supporting documents which enabled those economic operators to be registered on the official list or their certification and classification given in that list.

A certified registration on the official lists by the competent bodies or the certificate issued by the certification body shall constitute a presumption of suitability with regard to the requirements for qualitative selection, covered by the official list or certificate.

Economic operators registered on official lists are exempt from the obligation to submit the supporting documents mentioned in their registration certificate.

Consortium of economic operators submitting a joint tender shall submit, where appropriate, the above supporting documents for each economic operator participating in the association.

Where an economic operator wishes to rely on other entities to demonstrate that it has the necessary resources, it shall provide, in particular, a relevant written commitment by those entities to that effect.

### **Award Criteria**

#### **Award Criterion**

The contract award criterion is the most economically advantageous tender on the basis of an optimal quality-price ratio, which is evaluated on the basis of the following criteria:

**Table: Criteria and weighting factors**

<b>S/N</b>	<b>CRITERIA CATEGORY</b>	<b>WEIGHTING FACTOR%</b>
<b>K1</b>	<b>Clarity and completeness of the project execution &amp; implementation methodology</b>	<b>40</b>
<b>K2</b>	<b>Knowledge of the EXPO2020 requirements</b>	<b>30</b>
<b>K3</b>	<b>Project Organization (Relevant Executives Experience and Structure)</b>	<b>30</b>
<b>TOTAL</b>		<b>100</b>

#### **1. Clarity and completeness of the project execution & implementation methodology.**

The clarity and completeness of the offer as to the specific requirements of the Project are judged. The bidder's understanding of the object and the specific requirements of the project, as well as the identification and analysis of the factors and parameters that specify the project's needs are scored.

The manner of implementation and organization of the phases of construction supervision must be documented by submitting a description of the works or timetable identifying the responsibilities of the partners as well as the sequence and interdependence of the different phases and tasks/works for the full and qualitative implementation of the project.

2. Knowledge of the EXPO2020 requirements.

Knowledge of the particular environment and requirements set by EXPO2020 is judged. Evaluation will focus on the following:

- Descriptive proposal for the integration of the thematic approach in the framework set by the EXPO2020, given not only the requirements, but notably the general approach of the participating States, as well as the location of the pavilion and its proximity to pavilions of other countries,
- Evaluation of the specifics of the EXPO2020 by the tenderer, in relation to the supervision of the construction and dismantling of the pavilion,
- Knowledge of the design stages as specified by EXPO2020, and in particular of the construction processes under EXPO2020,
- Knowledge of the local regulatory framework regarding the study, licensing and supervision of facilities construction

3. Project organization

- Company profile, description and range of services, references to previous and acting projects, samples and presentation of previous relevant successful projects
- Presentation of the project team (reference to the structure including the individual consultants of the project team members / executives of the economic operator as well as the CVs of the project team's members)

**2.3.2 Bid Grading and ranking**

The grading of each evaluation criterion ranges from 100 points if all the requirements of the technical specifications are met and increases to 120 points when the requirements of that criterion are exceeded.

Each evaluation criterion is scored autonomously based on the elements of the offer. The weighted score of each criterion will be derived from the product of the sub-weighted factor on its score. The aggregate bid score will be derived from the sum of the weighted scores of all criteria.

The total score of each individual criterion is weighted by the weighting factor of that criterion, as defined in the corresponding table, and will be rounded to 2 decimal points

The overall technical offer rating is calculated based on the following formula:

$$AGTO = \sigma_1 * K_1 + \sigma_2 * K_2 + \dots + \sigma_v * K_v$$

where: " $\sigma_v$ " is the weighting factor of the each evaluated criterion ( $\sigma_1 + \sigma_2 + \dots + \sigma_v = 1$ )  
and  $K_v$  the score of each individual criterion

Criteria with a rating less than 100 points (ie not covering and/or deviating from the technical specifications herein) shall result in the rejection of the offer.

The sum of the weighted scores is the Absolute Grade of Technical Offer (AGTO).

The final (Total) Grade of Technical Offer (TGTO) of each candidate is calculated by the formula:

$$TGTO = AGTO / AGTO_{max} * 100$$

where  $AGTO_{max}$  is the absolute rating of the best technical offer

### **Evaluation of financial offers**

The Financial Offers' rating is relative. Each Financial Offer is compared to Lower Financial Offer. The Final Grade (TGFO) will be calculated as follows:

$$\text{TGFO} = \left( \frac{\text{Lower Financial Offer}}{\text{Financial Offer}} \right) \times 100$$

where the Financial Offer is the total amount in Euro of the Bid under evaluation and the Lower Financial Offer is the amount in Euro of the lowest Offer received.

### **Final Evaluation**

The final evaluation shall include the ranking of the bids for the final selection of the most advantageous Bid. To this end, the Final Grade of Offer (FGO) of each Offer shall be derived by the following formula:

$$\text{FGO} = (\text{TGFO} \times 20\%) + (\text{TGTO} \times 80\%)$$

Based on their Final Grade of Offer, candidates will be ranked in descending order. The evaluation of offers will be based solely on the above criteria. Offers that are unreasonable or non-compliant with the terms of the call shall be rejected as inadmissible.

Leading Bid is the Bid with the highest Total Grade Offer (TGO). In the event of a tie, the leading Bid is the one with the highest degree in the Technical Offer.

Bids may be excluded if the financial offer is found abnormally low in comparison with the others, without adequate supporting explanations.

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