

# ISO – EMS, SCADA and IT upgrade

Procurement ref:  
8897-IFT-47324

Country:  
Bosnia and Herzegovina

Business sector:  
Power and energy

Project number:  
47324

Funding source:  
EBRD loan proceeds

Contract type:  
Project goods, works and services

Notice type:  
Invitation for tenders

Issue date:  
08 Dec 2017

Closing date:  
09 Feb 2018 at 10:00 (local time)

## **ISO – EMS, SCADA and IT upgrade Project**

### **IT and Telecommunication equipment for new Main and Backup Control Centre of NOSBiH and adaptation works for Backup Control Centre**

This Invitation for Tenders follows the General Procurement Notice for this project which was published on the European Bank for Reconstruction and Development (the Bank) website, Procurement Notices ([www.ebrd.com](http://www.ebrd.com)) on 6 August 2015.

**NOSBiH** hereinafter referred to as “the Purchaser”, intends to use part of the proceeds of a loan from the Bank towards the cost of **IT and Telecommunication equipment for new Main and Backup Control Centre of NOSBiH and adaptation works for Backup Control Centre**.

The Purchaser now invites sealed tenders from Suppliers for the following Contracts to be funded from part of the proceeds of the loan:

**LOT 1:** As a part of the relocation process of NOSBiH it is necessary to supply, install and commission IT and Telecomm equipment at the new NOSBiH Main and Backup Control Centre premises. The equipment included in the scope of this Tender for both mentioned locations is generally the following equipment necessary for daily activities of the company as well as real-time operation of the Control Centres:

- IT equipment (servers, data storage, backup storage, switches, routers, firewalls and other IT equipment for data centre)
- SDH Telecomm equipment for connecting to internal telecommunication network and software/hardware upgrade Telecommunication Network Management System.
- IP Telephony platform for connecting to public telecommunication network

**LOT 2:** As a part of the relocation process of NOSBiH it is necessary to supply, install and commission the following electrical and construction equipment at the new NOSBiH Backup Control Centre premises in order to adapt the building according to data centre standards:

- Construction elements for adaptation according to data centre needs
- Fire extinguishing and cooling system
- Electrical equipment for power supply and communication infrastructure
- Building systems such as Fire Alarm, Access Control, Video Surveillance and Intrusion Detection

Tenders are invited for one or two lots. Each lot must be priced separately. Tenders for more than one lot may offer discounts and such discounts will be considered in the comparison of tenders.

Tendering for contracts that are to be financed with the proceeds of a loan from the Bank is open to firms from any country.

To be qualified for the award of a Contract, Tenderers must satisfy the following minimum criteria:

### **Lot 1**

1. History of non-performing contracts: The Tenderer, or any partner in a JVCA, shall not have a consistent history of litigation and/or arbitration resulting in awards against the Tenderer, or any partner in a JVCA, within the last three (3) years.
2. Pending Litigation: All pending litigation shall in total not represent more than twenty percent (20%) of the Tenderer's net worth and shall be treated as resolved against the Tenderer.
3. Historical Financial Performance: Submission of audited balance sheets, or if not required by the law of the Tenderer's country, other financial statements acceptable to the Purchaser, for the last three (3) years to demonstrate the current soundness of the Tenderer's financial position and its prospective long term profitability.
4. Average Annual Turnover: Minimum average annual turnover of 2 Million EUR calculated as total certified payments received for contracts in progress or completed, within the last three (3) years

5. Financial Resources: The Tenderer must demonstrate access to, or availability of, financial resources such as liquid assets, unencumbered real assets, lines of credit, and other financial means, other than any contractual advance payments to meet:
  - (i) the following cash-flow requirement:  
  
EUR 250.000, and
  - (ii) the overall cash flow requirements for this Contract and its current commitments.
6. Experience: Experience as Supplier, in at least three (3) contracts within the last five (5) years, each with a value of at least EUR 300.000 that have been successfully and substantially completed and that are similar to the proposed Goods. The similarity shall be based on the physical size, complexity, methods/technology or other characteristics as described in Section VI, Supply Requirements.
  - a. For assessment purposes at least one of the referred contracts shall include supply and installation of IPBX solution.
  - b. For assessment purposes at least one of the referred contracts shall include supply and installation of Network Management Software of a Telecommunication Network Management System.

## **Lot 2**

1. History of non-performing contracts: The Tenderer, or any partner in a JVCA, shall not have a consistent history of litigation and/or arbitration resulting in awards against the Tenderer, or any partner in a JVCA, within the last three (3) years.
2. Pending Litigation: All pending litigation shall in total not represent more than twenty percent (20%) of the Tenderer's net worth and shall be treated as resolved against the Tenderer.
3. Historical Financial Performance: Submission of audited balance sheets, or if not required by the law of the Tenderer's country, other financial statements acceptable to the Purchaser, for the last three (3) years to demonstrate the current soundness of the Tenderer's financial position and its prospective long term profitability.
4. Average Annual Turnover: Minimum average annual turnover of EUR 200.000 calculated as total certified payments received for contracts in progress or completed, within the last three (3) years.
5. Financial Resources: The Tenderer must demonstrate access to, or availability of, financial resources such as liquid assets, unencumbered real assets, lines of credit, and other financial means, other than any contractual advance payments to meet:
  - (i) the following cash-flow requirement:  
  
EUR 50.000, and
  - (ii) the overall cash flow requirements for this Contract and its current commitments.
6. Experience: Experience as Supplier, in at least three (3) contracts within the last five (5) years, each with a value of at least EUR 100.000 that have been successfully and substantially completed and that are similar to the proposed Goods. The similarity shall be based on the physical size, complexity, methods/technology or other characteristics as described in Section VI, Supply Requirements.

**Tender documents may be obtained from the office at the address below upon payment of a non-refundable fee of EUR 200 or equivalent in a convertible currency.**

*Payment instructions*

*Payment should be effected as follows:*

*Beneficiary Bank: Raiffeisen Bank dd Bosnia and Herzegovina*

*Swift Code: RZBABA2S*

*Adress: Zmaja od Bosne bb, Sarajevo BiH*

*Details of Beneficiary:*

*IBAN CODE: BA391610000004670076*

*Full Beneficiary Name: NOS Nezavisni Operator Sistema u Bosni I Hercegovini*

*Full Beneficiary Address: Hamdije Cemerlica 2, Srajevo BiH*

*TRN: 161000000467076*

Upon receiving appropriate evidence of payment of the non-refundable fee, the documents will be promptly dispatched by courier, however, no liability can be accepted for loss or late delivery. If requested the documents can also be dispatched electronically after the presentation by the prospective tenderer of appropriate evidence of payment of the non-refundable fee. In the event of any discrepancy between electronic and hard copies of the documents, the hard copy shall prevail.

For **LOT 1** all tenders must be accompanied by a tender security of **EUR twenty thousand (20.000)** or its equivalent in a convertible currency.

For **LOT 2** all tenders must be accompanied by a tender security of **EUR ten thousand (10.000)** or its equivalent in a convertible currency.

If the Tenderer is tendering for more than one lot, it shall provide a separate tender security for each lot.

***Tenders must be delivered to the office at the address below on or before 9 February 2018 at 10:00 CET, at which time they will be opened in the presence of those Tenderers' representatives who choose to attend.***

The applicable procurement rules are the Bank's Procurement Policies and Rules (PP&R) which can be located at:

<http://www.ebrd.com/news/publications/policies/procurement-policies-and-rules.html>

A register of potential Tenderers who have purchased the tender documents may be inspected at the address below.

Prospective Tenderers may obtain further information from, and also inspect and acquire the tender documents at the following office:

Mario Krajina, Project Coordinator  
Independent System Operator in Bosnia and Herzegovina (ISO)  
Hamdije Čemerlića 2/V, 71000 Sarajevo, Bosnia and Herzegovina  
Tel: +387 33 720 451,  
Fax: +387 33 720 494  
E-mail: [m.krajina@nosbih.ba](mailto:m.krajina@nosbih.ba)