



**ETHIOPIAN ELECTRIC POWER CORPORATION
ADDIS ABABA, ETHIOPIA**

TENDER DOCUMENT

Electric Access Rural Expansion Project

**SUPPLY OF COMPACT FLOURESCENT LAMPS (CFL)
TENDER No. DSMP 00/2001**

October, 2008

Invitation for Bids (IFB)

The Federal Democratic Republic of Ethiopia

Electric Access Rural Expansion Project

Credit number: 4200

Project ID number: PO97271

IFB Title: procurement of Compact Fluorescent Lamps (CFL)

Tender identification number: DSMP 00/2001

1. This Invitation for Bids follows the General Procurement Notice for this Project that appeared in Development Business, issue no. 679 of 16 May 2006.
2. The Federal Democratic Government of Ethiopia has applied for a credit from the World Bank toward the cost of Demand side Management Program, and it intends to apply part of the proceeds of this credit to payments under the Contract for procurement of Compact Fluorescent Lamps tender no. DSMP 00/2001
3. The Ethiopian electric power corporation now invites sealed bids from eligible and qualified bidders for the procurement of 2,802,000 11W, 1,672,000 15W, 38,000 20W Compact fluorescent Lamps, in one lot. Details with ratings are provided in the bid document.
4. Bidding will be conducted through the International Competitive Bidding (ICB) procedures specified in the World Bank's Guidelines: Procurement under IBRD Loans and IDA Credits, and is open to all bidders from Eligible Source Countries as defined in the Guidelines.
5. Interested eligible bidders may obtain further information from and inspect the Bidding Documents at the address below (address 1) from 8.00AM up to 5.00PM from Monday to Friday:
6. A margin of preference for eligible bidders supplying domestic manufactured goods shall be applied. Additional details are provided in the Bidding Documents.
7. A complete set of Bidding Documents in English may be purchased by interested bidders on the submission of a written Application to the address below (address 2) and upon payment of a non refundable fee ETB 300 or in USD 30 from the Ethiopian electric power corporation, Procurement Division, Head Office. The method of payment shall be in cash or cashier's cheque.
8. The bidding document may also be sent by airmail or carrier service for overseas bidders who cover all carrier costs in addition to the above fee.
9. Bids must be delivered to the address below (address 2) at or before **15 December, 2008 14:00 hr LT**. Electronic bidding will not be permitted. Late bids will be rejected. Bids will be opened in the presence of the bidders' representatives who choose to attend in person. Bids will be opened at Head Office employee club, Degualle square on **15 December, 2008 14:00 hr LT**. All bids must

be accompanied by a Bid Security not less than ETB 1,000,000 (ETB one million) or its equivalent amount in a freely convertible currency.

10. The address referred to above is:

Address 1 Ethiopian electric power corporation
Program planning office
Head office, First floor
Tel. +251-11-1560254
Fax. + 251-11-1574071
Addis Ababa
Ethiopia
Electronic mail address: eelpa@ethionet.et

Address 2 Ethiopian Electric Power Corporation
Procurement Division
Head office, Ground floor
Degualle square
Addis Ababa, Ethiopia
P.O.Box 1233
Fax +251-11-155-08-22

Ethiopian Electric Power Corporation

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Section I. Instructions to Bidders

General

1. **Scope of Bid**
 - 1.1 The Purchaser **indicated in the Bidding Data Sheet (BDS)**, issues these Bidding Documents for the supply of Goods and Related Services incidental thereto as specified in Section VI, Schedule of Requirements. The name and identification number of this International Competitive Bidding (ICB) procurement are **specified in the BDS**. The name, identification, and number of lots of are **provided in the BDS**.
 - 1.2 Throughout these Bidding Documents:
 - (a) **the term “in writing” means communicated in written form (e.g. by mail, e-mail, fax, telex) with proof of receipt;**
 - (b) **if the context so requires, “singular” means “plural” and vice versa; and**
 - (c) **“day” means calendar day.**
2. **Source of Funds**
 - 2.1 The Borrower or Recipient (hereinafter called “Borrower”) **specified in the BDS** has applied for or received financing (hereinafter called “funds”) from the International Bank for Reconstruction and Development or the International Development Association (hereinafter called “the Bank”) toward the cost of the project **named in the BDS**. The Borrower intends to apply a portion of the funds to eligible payments under the contract for which these Bidding Documents are issued.
 - 2.2 Payments by the Bank will be made only at the request of the Borrower and upon approval by the Bank in accordance with the terms and conditions of the financing agreement between the Borrower and the Bank (hereinafter called the Loan Agreement), and will be subject in all respects to the terms and conditions of that Loan Agreement. The Loan Agreement prohibits a withdrawal from the loan account for the purpose of any payment to persons or entities, or for any import of goods, if such payment or import, to the knowledge of the Bank, is prohibited by decision of the United Nations Security Council taken under Chapter VII of the Charter of the United Nations. No party other than the Borrower shall derive any rights from the Loan Agreement or have any claim to the funds.
3. **Fraud and Corruption**
 - 3.1 It is the Bank’s policy to require that Borrowers (including beneficiaries of Bank loans), as well as bidders, suppliers, and contractors and their subcontractors under Bank-financed contracts, observe the highest standard of ethics during the

procurement and execution of such contracts.¹ In pursuance of this policy, the Bank:

- (a) defines, for the purposes of this provision, the terms set forth below as follows:
 - (i) “corrupt practice”² is the offering, giving, receiving or soliciting, directly or indirectly, of anything of value to influence improperly the actions of another party;
 - (ii) “fraudulent practice”³ is any act or omission, including a misrepresentation, that knowingly or recklessly misleads, or attempts to mislead, a party to obtain a financial or other benefit or to avoid an obligation;
 - (iii) “collusive practice”⁴ is an arrangement between two or more parties designed to achieve an improper purpose, including to influence improperly the actions of another party;
 - (iv) “coercive practice”⁵ is impairing or harming, or threatening to impair or harm, directly or indirectly, any party or the property of the party to influence improperly the actions of a party;
 - (v) “obstructive practice” is
 - (aa) deliberately destroying, falsifying, altering or concealing of evidence material to the investigation or making false statements to investigators in order to materially impede a Bank investigation into allegations of a corrupt, fraudulent, coercive or collusive practice; and/or threatening, harassing or intimidating any party to prevent it from disclosing its knowledge of matters relevant to the investigation or from pursuing the investigation; or
 - (bb) acts intended to materially impede the exercise of the Bank’s inspection and audit rights provided for under sub-clause 3.1 (e) below.

¹ *In this context, any action taken by a bidder, supplier, contractor, or a sub-contractor to influence the procurement process or contract execution for undue advantage is improper.*

² *“another party” refers to a public official acting in relation to the procurement process or contract execution]. In this context, “public official” includes World Bank staff and employees of other organizations taking or reviewing procurement decisions.*

³ *a “party” refers to a public official; the terms “benefit” and “obligation” relate to the procurement process or contract execution; and the “act or omission” is intended to influence the procurement process or contract execution.*

⁴ *“parties” refers to participants in the procurement process (including public officials) attempting to establish bid prices at artificial, non competitive levels.*

⁵ *a “party” refers to a participant in the procurement process or contract execution.*

- (b) will reject a proposal for award if it determines that the bidder recommended for award has, directly or through an agent, engaged in corrupt, fraudulent, collusive, coercive or obstructive practices in competing for the contract in question;
- (c) will cancel the portion of the loan allocated to a contract if it determines at any time that representatives of the Borrower or of a beneficiary of the loan engaged in corrupt, fraudulent, collusive, or coercive practices during the procurement or the execution of that contract, without the Borrower having taken timely and appropriate action satisfactory to the Bank to address such practices when they occur;
- (d) will sanction a firm or individual, including declaring ineligible, either indefinitely or for a stated period of time, to be awarded a Bank-financed contract if it at any time determines that the firm has, directly or through an agent, engaged in corrupt, fraudulent, collusive, coercive or obstructive practices in competing for, or in executing, a Bank-financed contract; and
- (e) will have the right to require that a provision be included in bidding documents and in contracts financed by a Bank loan, requiring bidders, suppliers, and contractors and their sub-contractors to permit the Bank to inspect their accounts and records and other documents relating to the bid submission and contract performance and to have them audited by auditors appointed by the Bank.**

3.2 Furthermore, Bidders shall be aware of the provision stated in Sub-Clause 34.1 (a) (iii) of the General Conditions of Contract.

- 4. Eligible Bidders**
- 4.1 A Bidder, and all parties constituting the Bidder, may have the nationality of any country, subject to the restrictions specified in Section V, Eligible Countries. A Bidder shall be deemed to have the nationality of a country if the Bidder is a citizen or is constituted, incorporated, or registered and operates in conformity with the provisions of the laws of that country. This criterion shall also apply to the determination of the nationality of proposed subcontractors or suppliers for any part of the Contract including Related Services.
 - 4.2 A Bidder shall not have a conflict of interest. All bidders found to have conflict of interest shall be disqualified. Bidders may be considered to have a conflict of interest with one or more parties

in this bidding process, if they:

- (a) are or have been associated in the past, with a firm or any of its affiliates which have been engaged by the Purchaser to provide consulting services for the preparation of the design, specifications, and other documents to be used for the procurement of the goods to be purchased under these Bidding Documents ; or**
- (b) submit more than one bid in this bidding process, except for alternative offers permitted under ITB Clause 13. However, this does not limit the participation of subcontractors in more than one bid;**

4.3 A Bidder that is under a declaration of ineligibility by the Bank in accordance with ITB Clause 3, at the date of contract award, shall be disqualified. The list of debarred firms is available at the electronic address specified in the **BDS**.

4.4 A firm that has been determined to be ineligible by the Bank in relation to the Bank Guidelines On Preventing and Combating Fraud and Corruption in Projects Financed by IBRD Loans and IDA Credits and Grants shall be not be eligible to be awarded a contract.

4.5 Government-owned enterprises in the Borrower's Country shall be eligible only if they can establish that they (i) are legally and financially autonomous, (ii) operate under commercial law, and (iii) are not a dependent agency of the Purchaser.

4.6 Bidders shall provide such evidence of their continued eligibility satisfactory to the Purchaser, as the Purchaser shall reasonably request.

5. Eligible Goods and Related Services

5.1 All the Goods and Related Services to be supplied under the Contract and financed by the Bank may have their origin in any country in accordance with Section V, Eligible Countries.

5.2 For purposes of this Clause, the term "goods" includes commodities, raw material, machinery, equipment, and industrial plants; and "related services" includes services such as insurance, installation, training, and initial maintenance.

5.3 The term "origin" means the country where the goods have been mined, grown, cultivated, produced, manufactured or processed; or, through manufacture, processing, or assembly, another commercially recognized article results that differs substantially

in its basic characteristics from its components.

Contents of Bidding Documents

6. Sections of Bidding Documents

6.1 The Bidding Documents consist of Parts 1, 2, and 3, which include all the Sections indicated below, and should be read in conjunction with any Addendum issued in accordance with ITB Clause 8.

PART 1 Bidding Procedures

- Section I. Instructions to Bidders (ITB)
- Section II. Bidding Data Sheet (BDS)
- Section III. Evaluation and Qualification Criteria
- Section IV. Bidding Forms
- Section V. Eligible Countries

PART 2 Supply Requirements

- Section VI. Schedule of Requirements

PART 3 Contract

- Section VII. General Conditions of Contract (GCC)
- Section VIII. Special Conditions of Contract (SCC)
- Section IX. Contract Forms

6.2 The Invitation for Bids issued by the Purchaser is not part of the Bidding Documents.

6.3 The Purchaser is not responsible for the completeness of the Bidding Documents and their addendum, if they were not obtained directly from the Purchaser.

6.4 The Bidder is expected to examine all instructions, forms, terms, and specifications in the Bidding Documents. Failure to furnish all information or documentation required by the Bidding Documents may result in the rejection of the bid.

7. Clarification of Bidding Documents

7.1 A prospective Bidder requiring any clarification of the Bidding Documents shall contact the Purchaser in writing at the Purchaser's address **specified in the BDS**. The Purchaser will respond in writing to any request for clarification, provided that such request is received no later than twenty-one (21) days prior to the deadline for submission of bids. The Purchaser shall forward copies of its response to all those who have acquired the Bidding Documents directly from it, including a description of

the inquiry but without identifying its source. Should the Purchaser deem it necessary to amend the Bidding Documents as a result of a clarification, it shall do so following the procedure under ITB Clause 8 and ITB Sub-Clause 24.2.

- 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 addendum.
- 8.2 Any addendum issued shall be part of the Bidding Documents and shall be communicated in writing to all who have obtained the Bidding Documents directly from the Purchaser.
- 8.3 To give prospective Bidders reasonable time in which to take an addendum into account in preparing their bids, the Purchaser may, at its discretion, extend the deadline for the submission of bids, pursuant to ITB Sub-Clause 24.2

Preparation of Bids

- 9. Cost of Bidding**
- 9.1 The Bidder shall bear all costs associated with the preparation and submission of its bid, and the Purchaser shall not be responsible or liable for those costs, regardless of the conduct or outcome of the bidding process.
- 10. Language of Bid**
- 10.1 The Bid, as well as all correspondence and documents relating to the bid exchanged by the Bidder and the Purchaser, shall be written in the language **specified in the BDS**. Supporting documents and printed literature that are part of the Bid may be in another language provided they are accompanied by an accurate translation of the relevant passages into the language **specified in the BDS**, in which case, for purposes of interpretation of the Bid, such translation shall govern.
- 11. Documents Comprising the Bid**
- 11.1 The Bid shall comprise the following:
- (a) **Bid Submission Form and the applicable Price Schedules, in accordance with ITB Clauses 12, 14, and 15;**
 - (b) **Bid Security or Bid-Securing Declaration, in accordance with ITB Clause 21, if required;**
 - (c) **written confirmation authorizing the signatory of the Bid to commit the Bidder, in accordance with ITB Clause 22;**
 - (d) **documentary evidence in accordance with ITB Clause 16 establishing the Bidder's eligibility to**

bid;

- (e) documentary evidence in accordance with ITB Clause 17, that the Goods and Related Services to be supplied by the Bidder are of eligible origin;**
- (f) documentary evidence in accordance with ITB Clauses 18 and 30, that the Goods and Related Services conform to the Bidding Documents;**
- (g) documentary evidence in accordance with ITB Clause 19 establishing the Bidder's qualifications to perform the contract if its bid is accepted; and**
- (h) any other document** required in the BDS.

- | | |
|--|---|
| 12. Bid Submission Form and Price Schedules | <p>12.1 The Bidder shall submit the Bid Submission Form using the form furnished in Section IV, Bidding Forms. This form must be completed without any alterations to its format, and no substitutes shall be accepted. All blank spaces shall be filled in with the information requested.</p> <p>12.2 The Bidder shall submit the Price Schedules for Goods and Related Services, according to their origin as appropriate, using the forms furnished in Section IV, Bidding Forms</p> |
| 13. Alternative Bids | <p>13.1 Unless otherwise specified in the BDS, alternative bids shall not be considered.</p> |
| 14. Bid Prices and Discounts | <p>14.1 The prices and discounts quoted by the Bidder in the Bid Submission Form and in the Price Schedules shall conform to the requirements specified below.</p> <p>14.2 All lots and items must be listed and priced separately in the Price Schedules.</p> <p>14.3 The price to be quoted in the Bid Submission Form shall be the total price of the bid, excluding any discounts offered.</p> <p>14.4 The Bidder shall quote any unconditional discounts and indicate the method for their application in the Bid Submission Form.</p> <p>14.5 The terms EXW, CIP, and other similar terms shall be governed by the rules prescribed in the current edition of Incoterms, published by The International Chamber of Commerce, as specified in the BDS.</p> <p>14.6 Prices shall be quoted as specified in each Price Schedule included in Section IV, Bidding Forms. The dis-aggregation of</p> |

price components is required solely for the purpose of facilitating the comparison of bids by the Purchaser. This shall not in any way limit the Purchaser's right to contract on any of the terms offered. In quoting prices, the Bidder shall be free to use transportation through carriers registered in any eligible country, in accordance with Section V Eligible Countries. Similarly, the Bidder may obtain insurance services from any eligible country in accordance with Section V Eligible Countries. Prices shall be entered in the following manner:

(a) **For Goods manufactured in the Purchaser's Country:**

the price of the Goods quoted EXW (ex works, ex factory, ex warehouse, ex showroom, or off-the-shelf, as applicable), including all customs duties and sales and other taxes already paid or payable on the components and raw material used in the manufacture or assembly of the Goods;

- (ii) any Purchaser's Country sales tax and other taxes which will be payable on the Goods if the contract is awarded to the Bidder; and
 - (iii) the price for inland transportation, insurance, and other local services required to convey the Goods to their final destination (Project Site) specified in the **BDS**.
- (b) For Goods manufactured outside the Purchaser's Country, to be imported:
- (i) the price of the Goods, quoted CIP named place of destination, in the Purchaser's Country, or CIF named port of destination, as specified in the **BDS**;
 - (ii) the price for inland transportation, insurance, and other local services required to convey the Goods from the named place of destination to their final destination (Project Site) specified in the **BDS**;
 - (iii) in addition to the CIP prices specified in (b)(i) above, the price of the Goods to be imported may be quoted FCA (named place of destination) or CPT (named place of destination), if so specified in the **BDS**;

- (c) For Goods manufactured outside the Purchaser's Country, already imported:

[For previously imported Goods, the quoted price shall be distinguishable from the original import value of these Goods declared to customs and shall include any rebate or mark-up of the local agent or representative and all local costs except import duties and taxes, which have been and/or have to be paid by the Purchaser. For clarity the bidders are asked to quote the price including import duties, and additionally to provide the import duties and the price net of import duties which is the difference of those values.]

- (i) the price of the Goods, including the original import value of the Goods; plus any mark-up (or rebate); plus any other related local cost, and

custom duties and other import taxes already paid or to be paid on the Goods already imported.

- (ii) the custom duties and other import taxes already paid (need to be supported with documentary evidence) or to be paid on the Goods already imported;
- (iii) the price of the Goods, obtained as the difference between (i) and (ii) above;
- (iv) any Purchaser's Country sales and other taxes which will be payable on the Goods if the contract is awarded to the Bidder; and
- (v) the price for inland transportation, insurance, and other local services required to convey the Goods from the named place of destination to their final destination (Project Site) specified in the **BDS**.

(d) for Related Services, other than inland transportation and other services required to convey the Goods to their final destination, whenever such Related Services are specified in the Schedule of Requirements:

- (i) the price of each item comprising the Related Services (inclusive of any applicable taxes).

14.7 Prices quoted by the Bidder shall be fixed during the Bidder's performance of the Contract and not subject to variation on any account, unless otherwise specified in the **BDS**. A Bid submitted with an adjustable price quotation shall be treated as non responsive and shall be rejected, pursuant to ITB Clause 30. However, if in accordance with the **BDS**, prices quoted by the Bidder shall be subject to adjustment during the performance of the Contract, a bid submitted with a fixed price quotation shall not be rejected, but the price adjustment shall be treated as zero.

14.8 If so indicated in ITB Sub-Clause 1.1, bids are being invited for individual contracts (lots) or for any combination of contracts (packages). Unless otherwise indicated in the **BDS**, prices quoted shall correspond to 100 % of the items specified for each lot and to 100% of the quantities specified for each item of a lot. Bidders wishing to offer any price reduction (discount) for the award of more than one Contract shall specify the applicable price reduction in accordance with ITB Sub-Clause 14.4 provided the bids for all lots are submitted and opened at the same time.

15. Currencies of Bid

15.1 The Bidder shall quote in the currency of the Purchaser's Country the portion of the bid price that corresponds to expenditures incurred in the currency of the Purchaser's country,

unless otherwise specified in the **BDS**.

- 15.2 The Bidder may express the bid price in the currency of any country in accordance with Section V, Eligible countries. If the Bidder wishes to be paid in a combination of amounts in different currencies, it may quote its price accordingly but shall use no more than three currencies in addition to the currency of the Purchaser's Country.
- 16. Documents**
Establishing the Eligibility of the Bidder
- 16.1 To establish their eligibility in accordance with ITB Clause 4, Bidders shall complete the Bid Submission Form, included in Section IV, Bidding Forms.
- 17. Documents**
Establishing the Eligibility of the Goods and Related Services
- 17.1 To establish the eligibility of the Goods and Related Services in accordance with ITB Clause 5, Bidders shall complete the country of origin declarations in the Price Schedule Forms, included in Section IV, Bidding Forms.
- 18. Documents**
Establishing the Conformity of the Goods and Related Services
- 18.1 To establish the conformity of the Goods and Related Services to the Bidding Documents, the Bidder shall furnish as part of its Bid the documentary evidence that the Goods conform to the technical specifications and standards specified in Section VI, Schedule of Requirements.
- 18.2 The documentary evidence may be in the form of literature, drawings or data, and shall consist of a detailed item by item description of the essential technical and performance characteristics of the Goods and Related Services, demonstrating substantial responsiveness of the Goods and Related Services to the technical specification, and if applicable, a statement of deviations and exceptions to the provisions of the Schedule of Requirements.
- 18.3 The Bidder shall also furnish a list giving full particulars, including available sources and current prices of spare parts, special tools, etc., necessary for the proper and continuing functioning of the Goods during the period **specified in the BDS** following commencement of the use of the goods by the Purchaser.
- 18.4 Standards for workmanship, process, material, and equipment, as well as references to brand names or catalogue numbers specified by the Purchaser in the Schedule of Requirements, are intended to be descriptive only and not restrictive. The Bidder may offer other standards of quality, brand names, and/or catalogue numbers, provided that it demonstrates, to the Purchaser's satisfaction, that the substitutions ensure substantial equivalence or are superior to those specified in the Schedule of

Requirements.

- 19. Documents Establishing the Qualifications of the Bidder**
- 19.1 The documentary evidence of the Bidder's qualifications to perform the contract if its bid is accepted shall establish to the Purchaser's satisfaction:
- (a) that, if **required in the BDS**, a Bidder that does not manufacture or produce the Goods it offers to supply shall submit the Manufacturer's Authorization using the form included in Section IV, Bidding Forms to demonstrate that it has been duly authorized by the manufacturer or producer of the Goods to supply these Goods in the Purchaser's Country;
 - (b) that, if **required in the BDS**, in case of a Bidder not doing business within the Purchaser's Country, the Bidder is or will be (if awarded the contract) represented by an Agent in the country equipped and able to carry out the Supplier's maintenance, repair and spare parts-stocking obligations prescribed in the Conditions of Contract and/or Technical Specifications; and
 - (c) that the Bidder meets each of the qualification criterion specified in Section III, Evaluation and Qualification Criteria.
- 20. Period of Validity of Bids**
- 20.1 Bids shall remain valid for the period **specified in the BDS** after the bid submission deadline date prescribed by the Purchaser. A bid valid for a shorter period shall be rejected by the Purchaser as non responsive.
- 20.2 In exceptional circumstances, prior to the expiration of the bid validity period, the Purchaser may request bidders to extend the period of validity of their bids. The request and the responses shall be made in writing. If a Bid Security is requested in accordance with ITB Clause 21, it shall also be extended for a corresponding period. A Bidder may refuse the request without forfeiting its Bid Security. A Bidder granting the request shall not be required or permitted to modify its bid, except as provided in ITB Sub-Clause 20.3.
- 20.3 In the case of fixed price contracts, if the award is delayed by a period exceeding fifty-six (56) days beyond the expiry of the initial bid validity, the Contract price shall be adjusted as specified in the request for extension. Bid evaluation shall be based on the Bid Price without taking into consideration the above correction.
- 21. Bid Security**
- 21.1 The Bidder shall furnish as part of its bid, a Bid Security or a Bid-Securing Declaration, if required, as **specified in the BDS**.

- 21.2 The Bid Security shall be in the amount specified in the BDS and denominated in the currency of the Purchaser's Country or a freely convertible currency, and shall:
- (a) at the bidder's option, be in the form of either a letter of credit, or a bank guarantee from a banking institution, or a bond issued by a surety;**
 - (b) be issued by a reputable institution selected by the bidder and located in any eligible country. If the institution issuing the bond is located outside the Purchaser's Country, it shall have a correspondent financial institution located in the Purchaser's Country to make it enforceable.**
 - (c) be substantially in accordance with one of the forms of Bid Security included in Section IV, Bidding Forms, or other form approved by the Purchaser prior to bid submission;**
 - (d) be payable promptly upon written demand by the Purchaser in case the conditions listed in ITB Clause 21.5 are invoked;**
 - (e) be submitted in its original form; copies will not be accepted;**
 - (f) remain valid for a period of 28 days beyond the validity period of the bids, as extended, if applicable, in accordance with ITB Clause 20.2;**
- 21.3 If a Bid Security or a Bid- Securing Declaration is required in accordance with ITB Sub-Clause 21.1, any bid not accompanied by a substantially responsive Bid Security or Bid Securing Declaration in accordance with ITB Sub-Clause 21.1, shall be rejected by the Purchaser as non-responsive.
- 21.4 The Bid Security of unsuccessful Bidders shall be returned as promptly as possible upon the successful Bidder's furnishing of the Performance Security pursuant to ITB Clause 44.
- 21.5 The Bid Security may be forfeited or the Bid Securing Declaration executed:
- (a) if a Bidder withdraws its bid during the period of bid validity specified by the Bidder on the Bid Submission Form, except as provided in ITB**

Sub-Clause 20.2; or

(b) if the successful Bidder fails to:

- (i) sign the Contract in accordance with ITB Clause 43;**
- (ii) furnish a Performance Security in accordance with ITB Clause 44.**

21.6 The Bid Security or Bid- Securing Declaration of a JV must be in the name of the JV that submits the bid. If the JV has not been legally constituted at the time of bidding, the Bid Security or Bid-Securing Declaration shall be in the names of all future partners as named in the letter of intent mentioned in Section IV “Bidding Forms,” Bidder Information Form Item 7.

21.7 If a bid security is **not required in the BDS**, and

- (a) if a Bidder withdraws its bid during the period of bid validity specified by the Bidder on the Letter of Bid Form, except as provided in ITB 20.2, or
- (b) if the successful Bidder fails to: sign the Contract in accordance with ITB 43; or furnish a performance security in accordance with ITB 44;

the Borrower may, **if provided for in the BDS**, declare the Bidder disqualified to be awarded a contract by the Purchaser for a period of time **as stated in the BDS**.

22. Format and Signing of Bid

22.1 The Bidder shall prepare one original of the documents comprising the bid as described in ITB Clause 11 and clearly mark it “ORIGINAL.” In addition, the Bidder shall submit copies of the bid, in the number specified in the **BDS** and clearly mark them “COPY.” In the event of any discrepancy between the original and the copies, the original shall prevail.

22.2 The original and all copies of the bid shall be typed or written in indelible ink and shall be signed by a person duly authorized to sign on behalf of the Bidder.

22.3 Any interlineation, erasures, or overwriting shall be valid only if they are signed or initialed by the person signing the Bid.

Submission and Opening of Bids

23. Submission, Sealing and Marking of

23.1 Bidders may always submit their bids by mail or by hand. When so specified in the **BDS**, bidders shall have the option of submitting their bids electronically.

- Bids**
- (a) Bidders submitting bids by mail or by hand, shall enclose the original and each copy of the Bid, including alternative bids, if permitted in accordance with ITB Clause 13, in separate sealed envelopes, duly marking the envelopes as “ORIGINAL” and “COPY.” These envelopes containing the original and the copies shall then be enclosed in one single envelope. The rest of the procedure shall be in accordance with ITB sub-Clauses 23.2 and 23.3.
 - (b) Bidders submitting bids electronically shall follow the electronic bid submission procedures specified in the BDS.
- 23.2 The inner and outer envelopes shall:
- (a) Bear the name and address of the Bidder;
 - (b) be addressed to the Purchaser in accordance with ITB Sub-Clause 24.1;
 - (c) bear the specific identification of this bidding process indicated in ITB 1.1 and any additional identification marks as specified in the BDS; and
 - (d) bear a warning not to open before the time and date for bid opening, in accordance with ITB Sub-Clause 27.1.
- 23.3 If all envelopes are not sealed and marked as required, the Purchaser will assume no responsibility for the misplacement or premature opening of the bid.
- 24. Deadline for Submission of Bids**
- 24.1 Bids must be received by the Purchaser at the address and no later than the date and time **specified in the BDS.**
 - 24.2 The Purchaser may, at its discretion, extend the deadline for the submission of bids by amending the Bidding Documents in accordance with ITB Clause 8, in which case all rights and obligations of the Purchaser and Bidders previously subject to the deadline shall thereafter be subject to the deadline as extended.
- 25. Late Bids**
- 25.1 The Purchaser shall not consider any bid that arrives after the deadline for submission of bids, in accordance with ITB Clause 24. Any bid received by the Purchaser after the deadline for submission of bids shall be declared late, rejected, and returned unopened to the Bidder.

**26. Withdrawal,
Substitution,
and
Modification of
Bids**

- 26.1 A Bidder may withdraw, substitute, or modify its Bid after it has been submitted by sending a written notice in accordance with ITB Clause 23, duly signed by an authorized representative, and shall include a copy of the authorization (the power of attorney) in accordance with ITB Sub-Clause 22.2, (except that no copies of the withdrawal notice are required). The corresponding substitution or modification of the bid must accompany the respective written notice. All notices must be:
- (a) submitted in accordance with ITB Clauses 22 and 23 (except that withdrawal notices do not require copies), and in addition, the respective envelopes shall be clearly marked “WITHDRAWAL,” “SUBSTITUTION,” or “MODIFICATION;” and
 - (b) received by the Purchaser prior to the deadline prescribed for submission of bids, in accordance with ITB Clause 24.
- 26.2 Bids requested to be withdrawn in accordance with ITB Sub-Clause 26.1 shall be returned unopened to the Bidders.
- 26.3 No bid may be withdrawn, substituted, or modified in the interval between the deadline for submission of bids and the expiration of the period of bid validity specified by the Bidder on the Bid Submission Form or any extension thereof.

27. Bid Opening

- 27.1 The Purchaser shall conduct the bid opening in public at the address, date and time **specified in the BDS**. Any specific electronic bid opening procedures required if electronic bidding is permitted in accordance with ITB Sub-Clause 23.1, shall be as **specified in the BDS**.
- 27.2 First, envelopes marked “WITHDRAWAL” shall be opened and read out and the envelope with the corresponding bid shall not be opened, but returned to the Bidder. If the withdrawal envelope does not contain a copy of the “power of attorney” confirming the signature as a person duly authorized to sign on behalf of the Bidder, the corresponding bid will be opened. No bid withdrawal shall be permitted unless the corresponding withdrawal notice contains a valid authorization to request the withdrawal and is read out at bid opening. Next, envelopes marked “SUBSTITUTION” shall be opened and read out and exchanged with the corresponding Bid being substituted, and the substituted Bid shall not be opened, but returned to the Bidder. No Bid substitution shall be permitted unless the corresponding substitution notice contains a valid authorization to request the substitution and is read out at bid opening. Envelopes marked “MODIFICATION” shall be opened and read out with the corresponding Bid. No Bid modification shall be permitted unless the corresponding modification notice contains a valid

authorization to request the modification and is read out at Bid opening. Only envelopes that are opened and read out at Bid opening shall be considered further.

- 27.3 All other envelopes shall be opened one at a time, reading out: the name of the Bidder and whether there is a modification; the Bid Prices, including any discounts and alternative offers; the presence of a Bid Security or Bid-Securing Declaration, if required; and any other details as the Purchaser may consider appropriate. Only discounts and alternative offers read out at Bid opening shall be considered for evaluation. No Bid shall be rejected at Bid opening except for late bids, in accordance with ITB Sub-Clause 25.1.
- 27.4 The Purchaser shall prepare a record of the Bid opening that shall include, as a minimum: the name of the Bidder and whether there is a withdrawal, substitution, or modification; the Bid Price, per lot if applicable, including any discounts, and alternative offers if they were permitted; and the presence or absence of a Bid Security or Bid-Securing Declaration, if one was required. The Bidders' representatives who are present shall be requested to sign the attendance sheet. A copy of the record shall be distributed to all Bidders who submitted bids in time, and posted online when electronic bidding is permitted.

Evaluation and Comparison of Bids

- 28. Confidentiality**
- 28.1 Information relating to the examination, evaluation, comparison, and postqualification of bids, and recommendation of contract award, shall not be disclosed to bidders or any other persons not officially concerned with such process until publication of the Contract Award.
- 28.2 Any effort by a Bidder to influence the Purchaser in the examination, evaluation, comparison, and postqualification of the bids or contract award decisions may result in the rejection of its Bid.
- 28.3 Notwithstanding ITB Sub-Clause 28.2, from the time of bid opening to the time of Contract Award, if any Bidder wishes to contact the Purchaser on any matter related to the bidding process, it should do so in writing.
- 29. Clarification of Bids**
- 29.1 To assist in the examination, evaluation, comparison and post-qualification of the bids, the Purchaser may, at its discretion, ask any Bidder for a clarification of its Bid. Any clarification submitted by a Bidder in respect to its Bid and that is not in response to a request by the Purchaser shall not be considered. The Purchaser's request for clarification and the response shall be in writing. No change in the prices or substance of the Bid

shall be sought, offered, or permitted, except to confirm the correction of arithmetic errors discovered by the Purchaser in the Evaluation of the bids, in accordance with ITB Clause 31.

30. Responsiveness of Bids

30.1 The Purchaser's determination of a bid's responsiveness is to be based on the contents of the bid itself.

30.2 A substantially responsive Bid is one that conforms to all the terms, conditions, and specifications of the Bidding Documents without material deviation, reservation, or omission. A material deviation, reservation, or omission is one that:

(a) affects in any substantial way the scope, quality, or performance of the Goods and Related Services specified in the Contract; or

(b) limits in any substantial way, inconsistent with the Bidding Documents, the Purchaser's rights or the Bidder's obligations under the Contract; or

(c) if rectified would unfairly affect the competitive position of other bidders presenting substantially responsive bids.

30.3 If a bid is not substantially responsive to the Bidding Documents, it shall be rejected by the Purchaser and may not subsequently be made responsive by the Bidder by correction of the material deviation, reservation, or omission.

31. Nonconformities, Errors, and Omissions

31.1 Provided that a Bid is substantially responsive, the Purchaser may waive any non-conformities or omissions in the Bid that do not constitute a material deviation.

31.2 Provided that a bid is substantially responsive, the Purchaser may request that the Bidder submit the necessary information or documentation, within a reasonable period of time, to rectify nonmaterial nonconformities or omissions in the bid related to documentation requirements. Such omission shall not be related to any aspect of the price of the Bid. Failure of the Bidder to comply with the request may result in the rejection of its Bid.

31.3 Provided that the Bid is substantially responsive, the Purchaser shall correct arithmetical errors on the following basis:

(a) if there is a discrepancy between the unit price and the line item total that is obtained by multiplying the unit price by the quantity, the unit price shall prevail and the line item total shall be corrected, unless in the opinion of the

Purchaser there is an obvious misplacement of the decimal point in the unit price, in which case the line item total as quoted shall govern and the unit price shall be corrected;

(b) if there is an error in a total corresponding to the addition or subtraction of subtotals, the subtotals shall prevail and the total shall be corrected; and

(c) if there is a discrepancy between words and figures, the amount in words shall prevail, unless the amount expressed in words is related to an arithmetic error, in which case the amount in figures shall prevail subject to (a) and (b) above.

31.4 If the Bidder that submitted the lowest evaluated Bid does not accept the correction of errors, its Bid shall be rejected.

32. Preliminary Examination of Bids

32.1 The Purchaser shall examine the bids to confirm that all documents and technical documentation requested in ITB Clause 11 have been provided, and to determine the completeness of each document submitted.

32.2 The Purchaser shall confirm that the following documents and information have been provided in the Bid. If any of these documents or information is missing, the offer shall be rejected.

(a) Bid Submission Form, in accordance with ITB Sub-Clause 12.1;

(b) Price Schedules, in accordance with ITB Sub-Clause 12.2;

(c) Bid Security or Bid Securing Declaration, in accordance with ITB Clause 21, if applicable.

33. Examination of Terms and Conditions; Technical Evaluation

33.1 The Purchaser shall examine the Bid to confirm that all terms and conditions specified in the GCC and the SCC have been accepted by the Bidder without any material deviation or reservation.

33.2 The Purchaser shall evaluate the technical aspects of the Bid submitted in accordance with ITB Clause 18, to confirm that all requirements specified in Section VI, Schedule of Requirements of the Bidding Documents have been met without any material deviation or reservation.

- 33.3 If, after the examination of the terms and conditions and the technical evaluation, the Purchaser determines that the Bid is not substantially responsive in accordance with ITB Clause 30, it shall reject the Bid.
- 34. Conversion to Single Currency**
- 34.1 For evaluation and comparison purposes, the Purchaser shall convert all bid prices expressed in amounts in various currencies into an amount in a single currency **specified in the BDS**, using the selling exchange rates established by the source (National Bank of Ethiopia) and on the date **specified in the BDS**.
- 35. Domestic Preference**
- 35.1 Domestic preference shall not be a factor in bid evaluation, unless otherwise **specified in the BDS**.
- 36. Evaluation of Bids**
- 36.1 The Purchaser shall evaluate each bid that has been determined, up to this stage of the evaluation, to be substantially responsive.
- 36.2 To evaluate a Bid, the Purchaser shall only use all the factors, methodologies and criteria defined in ITB Clause 36. No other criteria or methodology shall be permitted.
- 36.3 To evaluate a Bid, the Purchaser shall consider the following:
- (a) evaluation will be done for Items or Lots, as specified in the BDS; and the Bid Price as quoted in accordance with clause 14;**
 - (b) price adjustment for correction of arithmetic errors in accordance with ITB Sub-Clause 31.3;**
 - (c) price adjustment due to discounts offered in accordance with ITB Sub-Clause 14.4;**
 - (d) adjustments due to the application of the evaluation criteria specified in the BDS from amongst those set out in Section III, Evaluation and Qualification Criteria;**
 - (e) adjustments due to the application of a margin of preference, in accordance with ITB Clause 35 if applicable.**
- 36.4 The Purchaser's evaluation of a bid will exclude and not take into account:
- (a) In the case of Goods manufactured in the Purchaser's Country, sales and other similar taxes, which will be payable on the goods if a contract is awarded to the Bidder;**

(b) in the case of Goods manufactured outside the Purchaser's Country, already imported or to be imported, customs duties and other import taxes levied on the imported Good, sales and other similar taxes, which will be payable on the Goods if the contract is awarded to the Bidder;

(c) any allowance for price adjustment during the period of execution of the contract, if provided in the bid.

36.5 The Purchaser's evaluation of a bid may require the consideration of other factors, in addition to the Bid Price quoted in accordance with ITB Clause 14. These factors may be related to the characteristics, performance, and terms and conditions of purchase of the Goods and Related Services. The effect of the factors selected, if any, shall be expressed in monetary terms to facilitate comparison of bids, unless otherwise specified in Section III, Evaluation and Qualification Criteria. The factors, methodologies and criteria to be used shall be as specified in ITB 36.3 (d).

36.6 If so **specified in the BDS**, these Bidding Documents shall allow Bidders to quote separate prices for one or more lots, and shall allow the Purchaser to award one or multiple lots to more than one Bidder. The methodology of evaluation to determine the lowest-evaluated lot combinations, is specified in Section III, Evaluation and Qualification Criteria.

37. Comparison of Bids

37.1 The Purchaser shall compare all substantially responsive bids to determine the lowest-evaluated bid, in accordance with ITB Clause 36.

38. Postqualification of the Bidder

38.1 The Purchaser shall determine to its satisfaction whether the Bidder that is selected as having submitted the lowest evaluated and substantially responsive bid is qualified to perform the Contract satisfactorily.

38.2 The determination shall be based upon an examination of the documentary evidence of the Bidder's qualifications submitted by the Bidder, pursuant to ITB Clause 19.

38.3 An affirmative determination shall be a prerequisite for award of the Contract to the Bidder. A negative determination shall result in disqualification of the bid, in which event the Purchaser shall proceed to the next lowest evaluated bid to make a similar determination of that Bidder's capabilities to perform satisfactorily.

- 39. Purchaser's Right to Accept Any Bid, and to Reject Any or All Bids**
- 39.1 The Purchaser reserves the right to accept or reject any bid, and to annul the bidding process and reject all bids at any time prior to contract award, without thereby incurring any liability to Bidders.

Award of Contract

- 40. Award Criteria**
- 40.1 The Purchaser shall award the Contract to the Bidder whose offer has been determined to be the lowest evaluated bid and is substantially responsive to the Bidding Documents, provided further that the Bidder is determined to be qualified to perform the Contract satisfactorily.
- 41. Purchaser's Right to Vary Quantities at Time of Award**
- 41.1 At the time the Contract is awarded, the Purchaser reserves the right to increase or decrease the quantity of Goods and Related Services originally specified in Section VI, Schedule of Requirements, provided this does not exceed the percentages **specified in the BDS**, and without any change in the unit prices or other terms and conditions of the bid and the Bidding Documents.
- 42. Notification of Award**
- 42.1 Prior to the expiration of the period of bid validity, the Purchaser shall notify the successful Bidder, in writing, that its Bid has been accepted.
- 42.2 Until a formal Contract is prepared and executed, the notification of award shall constitute a binding Contract.
- 42.3 The Purchaser shall publish in UNDB online and in the dgMarket the results identifying the bid and lot numbers and the following information: (i) name of each Bidder who submitted a Bid; (ii) bid prices as read out at bid opening; (iii) name and evaluated prices of each Bid that was evaluated; (iv) name of bidders whose bids were rejected and the reasons for their rejection; and (v) name of the winning Bidder, and the price it offered, as well as the duration and summary scope of the contract awarded. After publication of the award, unsuccessful bidders may request in writing to the Purchaser for a debriefing seeking explanations on the grounds on which their bids were not selected. The Purchaser shall promptly respond in writing to any unsuccessful Bidder who, after Publication of contract award, requests a debriefing.
- 42.4 Upon the successful Bidder's furnishing of the signed Contract Form and performance security pursuant to ITB Clause 44, the Purchaser will promptly notify each unsuccessful Bidder and will discharge its bid security, pursuant to ITB Clause 21.4.

43. Signing of Contract

- 43.1 Promptly after notification, the Purchaser shall send the successful Bidder the Agreement and the Special Conditions of Contract.
- 43.2 Within twenty-eight (28) days of receipt of the Agreement, the successful Bidder shall sign, date, and return it to the Purchaser.
- 43.3 Notwithstanding ITB 43.2 above, in case signing of the Contract Agreement is prevented by any export restrictions attributable to the Purchaser, to the country of the Purchaser, or to the use of the products/goods, systems or services to be supplied, where such export restrictions arise from trade regulations from a country supplying those products/goods, systems or services, the Bidder shall not be bound by its bid, always provided, always provided, however, that the Bidder can demonstrate to the satisfaction of the Purchaser and of the Bank that signing of the Contract Agreement has not been prevented by any lack of diligence on the part of the Bidder in completing any formalities, including applying for permits, authorizations and licenses necessary for the export of the products/goods, systems or services under the terms of the Contract.

44. Performance Security

- 44.1 Within twenty eight (28) days of the receipt of notification of award from the Purchaser, the successful Bidder, if required, shall furnish the Performance Security in accordance with the GCC, using for that purpose the Performance Security Form included in Section IX Contract forms, or another Form acceptable to the Purchaser. The Purchaser shall promptly notify the name of the winning Bidder to each unsuccessful Bidder and discharge the Bid Securities of the unsuccessful bidders pursuant to ITB Sub-Clause 21.4.
- 44.2 Failure of the successful Bidder to submit the above-mentioned Performance Security or sign the Contract shall constitute sufficient grounds for the annulment of the award and forfeiture of the Bid Security or execution of the Bid-Securing Declaration. In that event the Purchaser may award the Contract to the next lowest evaluated Bidder, whose offer is substantially responsive and is determined by the Purchaser to be qualified to perform the Contract satisfactorily.

Section II. Bid Data Sheet

Section II. Bidding Data Sheet (BDS)

The following specific data for the goods to be procured shall complement, supplement, or amend the provisions in the Instructions to Bidders (ITB). Whenever there is a conflict, the provisions herein shall prevail over those in ITB.

ITB Clause Reference	A. General
ITB 1.1	The Purchaser is: Ethiopian Electric Power Corporation (EEPCo)
ITB 1.1	The name and identification number of the ICB are: DSMP 00/2001 procurement of Compact Fluorescent Lamps The number, identification and names of the lots comprising this ICB are: DSMP 00/2001 procurement of Compact Fluorescent Lamps in one lot.
ITB 2.1	The Borrower is: The Federal Democratic Republic Government of Ethiopia
ITB 2.1	The name of the Project is: Electric Access Rural Expansion Project
ITB 4.3	A list of firms debarred from participating in World Bank projects is available at http://www.worldbank.org/debarr
	B. Contents of Bidding Documents
ITB 7.1	For <u>Clarification of bid purposes</u> only, the Purchaser's address is: Attention: Mr. Gashaw Hassen Ethiopian electric power corporation Head office, Fourth floor Fax. + 251-111-574071 Addis Ababa Ethiopia Electronic mail address: eelpa@ethionet.et
	C. Preparation of Bids
ITB 10.1	The language of the bid is: English

ITB 11.1 (h)	The Bidder shall submit the following additional documents in its bid: <i>Brochures and catalogues</i>
ITB 13.1	Alternative Bids <i>“shall not be”</i> considered.
ITB 14.5	The Incoterms edition is: Incoterms 2000
ITB 14.6 (b) (i) and (c) (iii)	Place of Destination: CIP Refer Annex 1 (list of project sites and approximate distance).
ITB 14.6 (a) (iii);(b)(ii) and (c)(v)	“Final destination (Project Site)”: Refer Annex 1 (list of project sites and approximate distance).
ITB 14.6 (b) (iii)	In addition to the CIP price specified in ITB 11.2 (b), the price of the Goods manufactured outside the Purchaser’s Country shall be quoted: In CPT basis.
ITB 14.7	The prices quoted by the Bidder shall be fixed.
ITB 14.8	Prices quoted for the lot shall correspond at least to 100 % of the items specified for the lot. Prices quoted for each item of a lot shall correspond at least to 100% of the quantities specified for this item of a lot.
ITB 15.1	The Bidder is required to quote in the currency of the Purchaser’s Country the portion of the bid price that corresponds to expenditures incurred in that currency.
ITB 19.1 (a)	Manufacturer’s authorization is required.
ITB 19.1 (b)	After sales service is not required.
ITB 20.1	The bid validity period shall be 120 (one hundred twenty) days from bid opening date.
ITB 21.1	Bid shall include a Bid Security (issued by bank or surety) included in Section IV Bidding Forms.
ITB 21.2	The amount of the Bid Security shall be: The amount of the bid security shall not be less than ETB 1,000,000 (ETB one million) or its equivalent amount in a freely convertible currency.
ITB 22.1	In addition to the original of the bid, the number of copies is two. In addition one electronic version of the bid in excel format is required enclosed in a CD. In the event of any discrepancy b/n the original in hard

	copy and the electronics copy, the original in hard copy shall prevail.
	D. Submission and Opening of Bids
ITB 23.1	Bidders “ <i>shall not</i> ” have the option of submitting their bids electronically.
ITB 23.2 (c)	The inner and outer envelopes shall bear the following additional identification marks: DSMP 00/2001 and the copies must also be clearly labeled copy 1, 2.
ITB 24.1	For bid submission purposes, the Purchaser’s address is: Attention: Mr. Nejmedine Mohammed Ethiopian Electric Power Corporation Procurement Division Head office Degualle square Ground floor Addis Ababa, Ethiopia The dead line for submission of bid is 15 December, 2008 14:00 hr LT.
ITB 27.1	The bid opening shall take place at: EEPCO head office employee Club, Degualle square, Addis Ababa, Ethiopia on 15 December, 2008 14:00 hr L.T.
	E. Evaluation and Comparison of Bids
ITB 34.1	Bid prices expressed in different currencies shall be converted in: Birr The source of exchange rate shall be: Commercial bank of Ethiopia The date for the exchange rate shall be bid opening date .
ITB 35.1	Domestic preference shall be a bid evaluation factor.
ITB 36.3(d)	The adjustments shall be determined using the following criteria, from amongst those set out in Section III, Evaluation and Qualification Criteria. (a) Deviation in Delivery schedule: Yes, 0.5% adjustment factor will be applied per day on the offered price beyond the earliest delivery date. (b) Deviation in payment schedule: N/A (c) the cost of major replacement components, mandatory spare parts, and service: N/A (d) the availability in the Purchaser’s Country of spare parts and after-sales services for the equipment offered in the bid N/A (e) the performance and productivity of the equipment offered; N/A .

F. Award of Contract	
ITB 41.1	The maximum percentage by which quantities may be increased is: 15%. The maximum percentage by which quantities may be decreased is: 15%.

Section III. Evaluation and Qualification Criteria

Contents

1. Domestic Preference (ITB 35.1)
2. Evaluation Criteria (ITB 36.3 {d})
3. Multiple Contracts (ITB 36.6)
4. Post qualification Requirements (ITB 38.2)

1. Domestic Preference (ITB 35.1)

If the Bidding Data Sheet so specifies, the Purchaser will grant a margin of preference to goods manufactured in the Purchaser's country for the purpose of bid comparison, in accordance with the procedures outlined in subsequent paragraphs.

Bids will be classified in one of three groups, as follows:

- (a) **Group A:** Bids offering goods manufactured in the Purchaser's Country, for which (i) labor, raw materials, and components from within the Purchaser's Country account for more than thirty (30) percent of the EXW price; and (ii) the production facility in which they will be manufactured or assembled has been engaged in manufacturing or assembling such goods at least since the date of bid submission.
- (b) **Group B:** All other bids offering Goods manufactured in the Purchaser's Country.
- (c) **Group C:** Bids offering Goods manufactured outside the Purchaser's Country that have been already imported or that will be imported.

To facilitate this classification by the Purchaser, the Bidder shall complete whichever version of the Price Schedule furnished in the Bidding Documents is appropriate provided, however, that the completion of an incorrect version of the Price Schedule by the Bidder shall not result in rejection of its bid, but merely in the Purchaser's reclassification of the bid into its appropriate bid group.

The Purchaser will first review the bids to confirm the appropriateness of, and to modify as necessary, the bid group classification to which bidders assigned their bids in preparing their Bid Forms and Price Schedules.

All evaluated bids in each group will then be compared to determine the lowest evaluated bid of each group. Such lowest evaluated bids shall be compared with each other and if as a result of this comparison a bid from Group A or Group B is the lowest, it shall be selected for the award.

If, as a result of the preceding comparison, the lowest evaluated bid is from Group C, all Group C bids will then be further compared with the lowest evaluated bid from Group A, after adding to the evaluated bid price of goods offered in the bid for Group C, for the purpose of further comparison only an amount equal to fifteen (15) percent of the CIP (named place of destination) bid price. The lowest-evaluated bid determined from this last comparison shall be selected for the award.”]

2. Evaluation Criteria (ITB 36.3 (d))

The Purchaser's evaluation of a bid may take into account, in addition to the Bid Price quoted in accordance with ITB Clause 14.6, one or more of the following factors as

specified in ITB Sub-Clause 36.3(d) and in BDS referring to ITB 36.3(d), using the following criteria and methodologies.

(a) Delivery schedule. (As per Incoterms specified in the BDS)

The Goods specified in the List of Goods are required to be delivered within the acceptable time range (after the earliest and before the final date, both dates inclusive) specified in Section VI, Delivery Schedule. No credit will be given to deliveries before the earliest date, and bids offering delivery after the final date shall be treated as non responsive. Within this acceptable period, an adjustment, as specified in BDS Sub-Clause 36.3(d), will be added, for evaluation purposes only, to the bid price of bids offering deliveries later than the “Earliest Delivery Date” specified in Section VI, Delivery Schedule.

(b) Deviation in payment schedule.

- (i) Bidders shall state their bid price for the payment schedule outlined in the SCC. Bids shall be evaluated on the basis of this base price. Bidders are, however, permitted to state an alternative payment schedule and indicate the reduction in bid price they wish to offer for such alternative payment schedule. The Purchaser may consider the alternative payment schedule and the reduced bid price offered by the Bidder selected on the basis of the base price for the payment schedule outlined in the SCC.

Or

- (ii) The SCC stipulates the payment schedule specified by the Purchaser. If a bid deviates from the schedule and if such deviation is considered acceptable to the Purchaser, the bid will be evaluated by calculating interest earned for any earlier payments involved in the terms outlined in the bid as compared with those stipulated in the SCC, at the rate per annum specified in BDS Sub-Clause 36.3 (d).

(c) Cost of major replacement components, mandatory spare parts, and service.

- (i) The list of items and quantities of major assemblies, components, and selected spare parts, likely to be required during the initial period of operation specified in the BDS Sub-Clause 18.3, is in the List of Goods. An adjustment equal to the total cost of these items, at the unit prices quoted in each bid, shall be added to the bid price, for evaluation purposes only.

Or

- (ii) The Purchaser will draw up a list of high-usage and high-value items of components and spare parts, along with estimated quantities of usage in the initial period of operation specified in the BDS Sub-Clause 18.3. The total cost of these items and quantities will be computed from spare parts unit prices submitted by the Bidder and added to the bid price, for evaluation purposes only.

(d) Availability in the Purchaser’s Country of spare parts and after sales services for equipment offered in the bid.

An adjustment equal to the cost to the Purchaser of establishing the minimum service facilities and parts inventories, as outlined in BDS Sub-Clause 36.3(d), if quoted separately, shall be added to the bid price, for evaluation purposes only.

- (e) Projected operating and maintenance costs.

Operating and maintenance costs: An adjustment to take into account the operating and maintenance costs of the Goods will be added to the bid price, for evaluation purposes only, if specified in BDS Sub-Clause 36.3(d). The adjustment will be evaluated in accordance with the methodology specified in the BDS Sub-Clause 36.3(d).

- (f) Performance and productivity of the equipment.

(i) Performance and productivity of the equipment. An adjustment representing the capitalized cost of additional operating costs over the life of the plant will be added to the bid price, for evaluation purposes if specified in the BDS Sub-Clause 36.3(d). The adjustment will be evaluated based on the drop in the guaranteed performance or efficiency offered in the bid below the norm of 100, using the methodology specified in BDS Sub-Clause 36.3(d).

or

(ii) An adjustment to take into account the productivity of the goods offered in the bid will be added to the bid price, for evaluation purposes only, if specified in BDS Sub-Clause 36.3(d). The adjustment will be evaluated based on the cost per unit of the actual productivity of goods offered in the bid with respect to minimum required values, using the methodology specified in BDS Sub-Clause 36.3(d).

3. Multiple Contracts (ITB 36.6)

The Purchaser shall award multiple contracts to the Bidder that offers the lowest evaluated combination of bids (one contract per bid) and meets the post-qualification criteria (this Section III, Sub-Section ITB 38.2 Post-Qualification Requirements)

The Purchaser shall:

- (a) evaluate only lots or contracts that include at least the percentages of items per lot and quantity per item as specified in ITB Sub Clause 14.8
- (b) take into account:
- (i) the lowest-evaluated bid for each lot and
- (ii) the price reduction per lot and the methodology for its application as offered by the Bidder in its bid”

4. Post qualification Requirements (ITB 38.2)

After determining the lowest-evaluated bid in accordance with ITB Sub-Clause 37.1, the Purchaser shall carry out the post qualification of the Bidder in accordance with ITB Clause 38, using only the requirements specified. Requirements not included in the text below shall not be used in the evaluation of the Bidder's qualifications.

(a) Financial Capability

The Bidder shall furnish documentary evidence that it meets the following financial requirement(s):

- Bidders shall have a minimum average annual turnover equivalent to USD 10 million in the last five years and shall furnish audit reports or other similar instrument to demonstrate that they have the required annual turnover.

(b) Experience and Technical Capacity

The Bidder shall furnish documentary evidence to demonstrate that the Goods it offers meet the following usage requirement:

- The manufacture production facility shall be ISO certified. To demonstrate this, bidders should furnish a copy of valid ISO certificate
- The supplier must attach in its bid document quality and efficiency certificate from Efficient Lighting Initiative (ELI).
- The bidder should demonstrate that it has supplied at least one (1) contract of similar nature and complexity as subject contract within the last three years.

Section IV. Bidding Forms

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Bidder Information Form

[The Bidder shall fill in this Form in accordance with the instructions indicated below. No alterations to its format shall be permitted and no substitutions shall be accepted.]

Date: *[insert date (as day, month and year) of Bid Submission]*

ICB No.: *[insert number of bidding process]*

Page _____ of _____ pages

1. Bidder's Legal Name <i>[insert Bidder's legal name]</i>
2. In case of JV, legal name of each party: <i>[insert legal name of each party in JV]</i>
3. Bidder's actual or intended Country of Registration: <i>[insert actual or intended Country of Registration]</i>
4. Bidder's Year of Registration: <i>[insert Bidder's year of registration]</i>
5. Bidder's Legal Address in Country of Registration: <i>[insert Bidder's legal address in country of registration]</i>
6. Bidder's Authorized Representative Information Name: <i>[insert Authorized Representative's name]</i> Address: <i>[insert Authorized Representative's Address]</i> Telephone/Fax numbers: <i>[insert Authorized Representative's telephone/fax numbers]</i> Email Address: <i>[insert Authorized Representative's email address]</i>
7. Attached are copies of original documents of: <i>[check the box(es) of the attached original documents]</i> <input type="checkbox"/> Articles of Incorporation or Registration of firm named in 1, above, in accordance with ITB Sub-Clauses 4.1 and 4.2. <input type="checkbox"/> In case of JV, letter of intent to form JV or JV agreement, in accordance with ITB Sub-Clause 4.1. <input type="checkbox"/> In case of government owned entity from the Purchaser's country, documents establishing legal and financial autonomy and compliance with commercial law, in accordance with ITB Sub-Clause 4.5.

Joint Venture Partner Information Form

[The Bidder shall fill in this Form in accordance with the instructions indicated below].

Date: *[insert date (as day, month and year) of Bid Submission]*

ICB No.: *[insert number of bidding process]*

Page _____ of _____ pages

1. Bidder's Legal Name: <i>[insert Bidder's legal name]</i>
2. JV's Party legal name: <i>[insert JV's Party legal name]</i>
3. JV's Party Country of Registration: <i>[insert JV's Party country of registration]</i>
4. JV's Party Year of Registration: <i>[insert JV's Party year of registration]</i>
5. JV's Party Legal Address in Country of Registration: <i>[insert JV's Party legal address in country of registration]</i>
<p>6. JV's Party Authorized Representative Information</p> <p>Name: <i>[insert name of JV's Party authorized representative]</i></p> <p>Address: <i>[insert address of JV's Party authorized representative]</i></p> <p>Telephone/Fax numbers: <i>[insert telephone/fax numbers of JV's Party authorized representative]</i></p> <p>Email Address: <i>[insert email address of JV's Party authorized representative]</i></p>
<p>7. Attached are copies of original documents of: <i>[check the box(es) of the attached original documents]</i></p> <p><input type="checkbox"/> Articles of Incorporation or Registration of firm named in 2, above, in accordance with ITB Sub-Clauses 4.1 and 4.2.</p> <p><input type="checkbox"/> In case of government owned entity from the Purchaser's country, documents establishing legal and financial autonomy and compliance with commercial law, in accordance with ITB Sub-Clause 4.5.</p>

Bid Submission Form

[The Bidder shall fill in this Form in accordance with the instructions indicated. No alterations to its format shall be permitted and no substitutions shall be accepted.]

Date: *[insert date (as day, month and year) of Bid Submission]*

ICB No.: *[insert number of bidding process]*

Invitation for Bid No.: *[insert No of IFB]*

Alternative No.: *[insert identification No if this is a Bid for an alternative]*

To: *[insert complete name of Purchaser]*

We, the undersigned, declare that:

- (a) We have examined and have no reservations to the Bidding Documents, including Addenda No.: *[insert the number and issuing date of each Addenda]*;
- (b) We offer to supply in conformity with the Bidding Documents and in accordance with the Delivery Schedules specified in the Schedule of Requirements the following Goods and Related Services *[insert a brief description of the Goods and Related Services]*;
- (c) The total price of our Bid, excluding any discounts offered in item (d) below, is: *[insert the total bid price in words and figures, indicating the various amounts and the respective currencies]*;
- (d) The discounts offered and the methodology for their application are:

Discounts. If our bid is accepted, the following discounts shall apply. *[Specify in detail each discount offered and the specific item of the Schedule of Requirements to which it applies.]*

Methodology of Application of the Discounts. The discounts shall be applied using the following method: *[Specify in detail the method that shall be used to apply the discounts]*;

- (e) Our bid shall be valid for the period of time specified in ITB Sub-Clause 20.1, from the date fixed for the bid submission deadline in accordance with ITB Sub-Clause 24.1, and it shall remain binding upon us and may be accepted at any time before the expiration of that period;
- (f) If our bid is accepted, we commit to obtain a performance security in accordance with ITB Clause 44 and GCC Clause 17 for the due performance of the Contract;
- (g) We, including any sub suppliers or suppliers for any part of the contract, have nationality from eligible countries *[insert the nationality of the Bidder, including that of all parties that comprise the Bidder, if the Bidder is a JV, and the nationality each sub supplier and supplier]*
- (h) We have no conflict of interest in accordance with ITB Sub-Clause 4.2;

- (i) Our firm, its affiliates or subsidiaries—including any sub-suppliers or suppliers for any part of the contract—has not been declared ineligible by the Bank, under the Purchaser’s country laws or official regulations, in accordance with ITB Sub-Clause 4.3;
- (j) The following commissions, gratuities, or fees have been paid or are to be paid with respect to the bidding process or execution of the Contract: *[insert complete name of each Recipient, its full address, the reason for which each commission or gratuity was paid and the amount and currency of each such commission or gratuity]*

Name of Recipient	Address	Reason	Amount
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

(If none has been paid or is to be paid, indicate “none.”)

- (k) We understand that this bid, together with your written acceptance thereof included in your notification of award, shall constitute a binding contract between us, until a formal contract is prepared and executed.
- (l) We understand that you are not bound to accept the lowest evaluated bid or any other bid that you may receive.

Signed: *[insert signature of person whose name and capacity are shown]*
 In the capacity of *[insert legal capacity of person signing the Bid Submission Form]*

Name: *[insert complete name of person signing the Bid Submission Form]*

Duly authorized to sign the bid for and on behalf of: *[insert complete name of Bidder]*

Dated on _____ day of _____, _____ *[insert date of signing]*

Price Schedule Forms

Price Schedule: Goods Manufactured Outside the Purchaser’s Country, to be Imported

WESTERN ADDIS ABABA REGION

(Group C bids, goods to be imported)						Date: _____			
						ICB No: _____			
Currencies in accordance with ITB Sub-Clause 15						Alternative No: _____			
						Page N° _____ of _____			
1	2	3	4	5	6	7	8	9	10
Item N°	Description of Goods	Country of Origin	Delivery Date as defined by Incoterms	Quantity and physical unit (each)	Unit price CIP <i>Addis Ababa</i> in accordance with ITB 14.6(b)(i)	CIP Price per line item (Col. 5x6)	Price per line item for inland transportation and other services required in the Purchaser’s country to convey the Goods to the final destination	Price per line item for insurance	Total Price per Line item (Col. 7+8)
1	CFL 11 watt			192,700					
2	CFL 15 watt			65,000					
3	CFL 20watt			1,400					
								Total Price	

Name of Bidder [*insert complete name of Bidder*] Signature of Bidder [*signature of person signing the Bid*] Date [*Insert Date*]

Price Schedule: Goods Manufactured Outside the Purchaser’s Country, already imported

WESTERN ADDIS ABABA REGION

(Group C bids, Goods already imported)										Date: _____	
Currencies in accordance with ITB Sub-Clause 15										ICB No: _____	
										Alternative No: _____	
										Page N° _____ of _____	
1	2	3	4	5	6	7	8	9	10	11	12
Line Item N°	Description of Goods	Country of Origin	Delivery Date as defined by Incoterms	Quantity and physical unit (each)	Unit price including Custom Duties and Import Taxes paid, in accordance with ITB 14.6(c)(i)	Custom Duties and Import Taxes paid per unit in accordance with ITB 14.6(c)(ii) , [to be supported by documents]	Unit Price CIP net of custom duties and import taxes, in accordance with ITB 14.6 (c) (iii) (Col. 6 minus Col.7)	Price CIP per line item net of Custom Duties and Import Taxes paid, in accordance with ITB 14.6(c)(i) (Col. 5×8)	Price per line item for inland transportation and other services required in the Purchaser’s country to convey the goods to the final destination, as specified in BDS in accordance with ITB 14.6 (c)(v)	Sales and other taxes paid or payable per item if Contract is awarded (in accordance with ITB 14.6(c)(iv)	Total Price per item (Col. 9+10)
1	CFL 11 watt			192,700							
2	CFL 15 watt			65,000							
3	CFL 20 watt			1,400							
										Total Bid Price	

Name of Bidder *[insert complete name of Bidder]* Signature of Bidder *[signature of person signing the Bid]* Date *[insert date]*

Price Schedule: Goods Manufactured in the Purchaser's Country

WESTERN ADDIS ABABA REGION

Purchaser's Country _____		(Group A and B bids)					Date: _____ ICB No: _____ Alternative No: _____ Page N° _____ of _____			
Currencies in accordance with ITB Sub-Clause 15										
1	2	3	4	5	6	7	8	9	10	
Line Item N°	Description of Goods	Delivery Date as defined by Incoterms	Quantity and physical unit(each)	Unit price EXW	Total EXW price per line item (Col. 4x5)	Price per line item for inland transportation and other services required in the Purchaser's Country to convey the Goods to the final destination , as specified in BDS in accordance with ITB 14.6 (c)(v)	Cost of local labor, raw materials and components from with origin in the Purchaser's Country % of Col. 5	Sales and other taxes payable per item if Contract is awarded (in accordance with ITB 14.6(a)(ii))	Total Price per line item (Col. 6+7)	
1	CFL 11 watt		192,700							
2	CFL 15 watt		65,000							
3	CFL 20 watt		1,400							
								Total Price		

Name of Bidder *[insert complete name of Bidder]* Signature of Bidder *[signature of person signing the Bid]* Date *[insert date]*

Price Schedule: Goods Manufactured Outside the Purchaser's Country, to be Imported

EASTERN ADDIS ABABA REGION

(Group C bids, goods to be imported)							Date: _____		
							ICB No: _____		
Currencies in accordance with ITB Sub-Clause 15							Alternative No: _____		
							Page N° _____ of _____		
1	2	3	4	5	6	7	8	9	10
Item N°	Description of Goods	Country of Origin	Delivery Date as defined by Incoterms	Quantity and physical unit (each)	Unit price CIP <i>Addis Ababa</i> in accordance with ITB 14.6(b)(i)	CIP Price per line item (Col. 5x6)	Price per line item for inland transportation and other services required in the Purchaser's country to convey the Goods to the final destination	Price per line item for insurance	Total Price per Line item (Col. 7+8)
1	CFL 11 watt			227,100					
2	CFL 15 watt			177,600					
3	CFL 20watt			4,100					
								Total Price	

Name of Bidder [*insert complete name of Bidder*] Signature of Bidder [*signature of person signing the Bid*] Date [*Insert Date*]

Price Schedule: Goods Manufactured Outside the Purchaser's Country, already imported

EASTERN ADDIS ABABA REGION

(Group C bids, Goods already imported)										Date: _____	
Currencies in accordance with ITB Sub-Clause 15										ICB No: _____	
										Alternative No: _____	
										Page N° _____ of _____	
1	2	3	4	5	6	7	8	9	10	11	12
Line Item N°	Description of Goods	Country of Origin	Delivery Date as defined by Incoterms	Quantity and physical unit (each)	Unit price including Custom Duties and Import Taxes paid, in accordance with ITB 14.6(c)(i)	Custom Duties and Import Taxes paid per unit in accordance with ITB 14.6(c)(ii) , [to be supported by documents]	Unit Price CIP net of custom duties and import taxes, in accordance with ITB 14.6 (c) (iii) (Col. 6 minus Col.7)	Price CIP per line item net of Custom Duties and Import Taxes paid, in accordance with ITB 14.6(c)(i) (Col. 5×8)	Price per line item for inland transportation and other services required in the Purchaser's country to convey the goods to the final destination, as specified in BDS in accordance with ITB 14.6 (c)(v)	Sales and other taxes paid or payable per item if Contract is awarded (in accordance with ITB 14.6(c)(iv)	Total Price per item (Col. 9+10)
1	CFL 11 watt			227,100							
2	CFL 15 watt			177,600							
3	CFL 20 watt			4,100							
										Total Bid Price	

Name of Bidder *[insert complete name of Bidder]* Signature of Bidder *[signature of person signing the Bid]* Date *[insert date]*

Price Schedule: Goods Manufactured in the Purchaser's Country

EASTERN ADDIS ABABA REGION

Purchaser's Country _____		(Group A and B bids) Currencies in accordance with ITB Sub-Clause 15						Date: _____ ICB No: _____ Alternative No: _____ Page N° _____ of _____	
1	2	3	4	5	6	7	8	9	10
Line Item N°	Description of Goods	Delivery Date as defined by Incoterms	Quantity and physical unit(each)	Unit price EXW	Total EXW price per line item (Col. 4x5)	Price per line item for inland transportation and other services required in the Purchaser's Country to convey the Goods to the final destination , as specified in BDS in accordance with ITB 14.6 (c)(v)	Cost of local labor, raw materials and components from with origin in the Purchaser's Country % of Col. 5	Sales and other taxes payable per item if Contract is awarded (in accordance with ITB 14.6(a)(ii))	Total Price per line item (Col. 6+7)
1	CFL 11 watt		227,100						
2	CFL 15 watt		177,600						
3	CFL 20 watt		4,100						
								Total Price	

Name of Bidder *[insert complete name of Bidder]* Signature of Bidder *[signature of person signing the Bid]* Date *[insert date]*

Price Schedule: Goods Manufactured Outside the Purchaser's Country, to be Imported

SOUTHERN ADDIS ABABA REGION

(Group C bids, goods to be imported)							Date: _____		
							ICB No: _____		
Currencies in accordance with ITB Sub-Clause 15							Alternative No: _____		
							Page N° _____ of _____		
1	2	3	4	5	6	7	8	9	10
Item N°	Description of Goods	Country of Origin	Delivery Date as defined by Incoterms	Quantity and physical unit (each)	Unit price CIP <i>Addis Ababa</i> in accordance with ITB 14.6(b)(i)	CIP Price per line item (Col. 5x6)	Price per line item for inland transportation and other services required in the Purchaser's country to convey the Goods to the final destination	Price per line item for insurance	Total Price per Line item (Col. 7+8)
1	CFL 11 watt			325,700					
2	CFL 15 watt			185,600					
3	CFL 20watt			4,200					
								Total Price	

Name of Bidder [*insert complete name of Bidder*] Signature of Bidder [*signature of person signing the Bid*] Date [*Insert Date*]

Price Schedule: Goods Manufactured Outside the Purchaser’s Country, already imported

SOUTHERN ADDIS ABABA REGION

(Group C bids, Goods already imported)										Date: _____	
Currencies in accordance with ITB Sub-Clause 15										ICB No: _____	
										Alternative No: _____	
										Page N° _____ of _____	
1	2	3	4	5	6	7	8	9	10	11	12
Line Item N°	Description of Goods	Country of Origin	Delivery Date as defined by Incoterms	Quantity and physical unit (each)	Unit price including Custom Duties and Import Taxes paid, in accordance with ITB 14.6(c)(i)	Custom Duties and Import Taxes paid per unit in accordance with ITB 14.6(c)(ii) , [to be supported by documents]	Unit Price CIP net of custom duties and import taxes, in accordance with ITB 14.6 (c) (iii) (Col. 6 minus Col.7)	Price CIP per line item net of Custom Duties and Import Taxes paid, in accordance with ITB 14.6(c)(i) (Col. 5×8)	Price per line item for inland transportation and other services required in the Purchaser’s country to convey the goods to the final destination, as specified in BDS in accordance with ITB 14.6 (c)(v)	Sales and other taxes paid or payable per item if Contract is awarded (in accordance with ITB 14.6(c)(iv)	Total Price per item (Col. 9+10)
1	CFL 11 watt			325,700							
2	CFL 15 watt			185,600							
3	CFL 20 watt			4,200							
										Total Bid Price	

Name of Bidder *[insert complete name of Bidder]* Signature of Bidder *[signature of person signing the Bid]* Date *[insert date]*

Price Schedule: Goods Manufactured in the Purchaser's Country

SOUTHERN ADDIS ABABA REGION

Purchaser's Country _____		(Group A and B bids) Currencies in accordance with ITB Sub-Clause 15						Date: _____ ICB No: _____ Alternative No: _____ Page N° _____ of _____	
1	2	3	4	5	6	7	8	9	10
Line Item N°	Description of Goods	Delivery Date as defined by Incoterms	Quantity and physical unit(each)	Unit price EXW	Total EXW price per line item (Col. 4x5)	Price per line item for inland transportation and other services required in the Purchaser's Country to convey the Goods to the final destination , as specified in BDS in accordance with ITB 14.6 (c)(v)	Cost of local labor, raw materials and components from with origin in the Purchaser's Country % of Col. 5	Sales and other taxes payable per item if Contract is awarded (in accordance with ITB 14.6(a)(ii))	Total Price per line item (Col. 6+7)
1	CFL 11 watt		325,700						
2	CFL 15 watt		185,600						
3	CFL 20 watt		4,200						
								Total Price	

Name of Bidder *[insert complete name of Bidder]* Signature of Bidder *[signature of person signing the Bid]* Date *[insert date]*

Price Schedule: Goods Manufactured Outside the Purchaser’s Country, to be Imported

NORTHERN ADDIS ABABA REGION

(Group C bids, goods to be imported)							Date: _____		
							ICB No: _____		
Currencies in accordance with ITB Sub-Clause 15							Alternative No: _____		
							Page N° _____ of _____		
1	2	3	4	5	6	7	8	9	10
Item N°	Description of Goods	Country of Origin	Delivery Date as defined by Incoterms	Quantity and physical unit (each)	Unit price CIP <i>Addis Ababa</i> in accordance with ITB 14.6(b)(i)	CIP Price per line item (Col. 5x6)	Price per line item for inland transportation and other services required in the Purchaser’s country to convey the Goods to the final destination	Price per line item for insurance	Total Price per Line item (Col. 7+8)
1	CFL 11 watt			277,700					
2	CFL 15 watt			148,500					
3	CFL 20watt			3,400					
								Total Price	

Name of Bidder [*insert complete name of Bidder*] Signature of Bidder [*signature of person signing the Bid*] Date [*Insert Date*]

Price Schedule: Goods Manufactured Outside the Purchaser’s Country, already imported

NORTHERN ADDIS ABABA REGION

(Group C bids, Goods already imported)										Date: _____	
Currencies in accordance with ITB Sub-Clause 15										ICB No: _____	
										Alternative No: _____	
										Page N° _____ of _____	
1	2	3	4	5	6	7	8	9	10	11	12
Line Item N°	Description of Goods	Country of Origin	Delivery Date as defined by Incoterms	Quantity and physical unit (each)	Unit price including Custom Duties and Import Taxes paid, in accordance with ITB 14.6(c)(i)	Custom Duties and Import Taxes paid per unit in accordance with ITB 14.6(c)(ii) , [to be supported by documents]	Unit Price CIP net of custom duties and import taxes, in accordance with ITB 14.6 (c) (iii) (Col. 6 minus Col.7)	Price CIP per line item net of Custom Duties and Import Taxes paid, in accordance with ITB 14.6(c)(i) (Col. 5×8)	Price per line item for inland transportation and other services required in the Purchaser’s country to convey the goods to the final destination, as specified in BDS in accordance with ITB 14.6 (c)(v)	Sales and other taxes paid or payable per item if Contract is awarded (in accordance with ITB 14.6(c)(iv)	Total Price per item (Col. 9+10)
1	CFL 11 watt			277,700							
2	CFL 15 watt			148,500							
3	CFL 20 watt			3,400							
										Total Bid Price	

Name of Bidder *[insert complete name of Bidder]* Signature of Bidder *[signature of person signing the Bid]* Date *[insert date]*

Price Schedule: Goods Manufactured in the Purchaser's Country

NORTHERN ADDIS ABABA REGION

Purchaser's Country _____		(Group A and B bids) Currencies in accordance with ITB Sub-Clause 15						Date: _____ ICB No: _____ Alternative No: _____ Page N° _____ of _____	
1	2	3	4	5	6	7	8	9	10
Line Item N°	Description of Goods	Delivery Date as defined by Incoterms	Quantity and physical unit(each)	Unit price EXW	Total EXW price per line item (Col. 4x5)	Price per line item for inland transportation and other services required in the Purchaser's Country to convey the Goods to the final destination , as specified in BDS in accordance with ITB 14.6 (c)(v)	Cost of local labor, raw materials and components from with origin in the Purchaser's Country % of Col. 5	Sales and other taxes payable per item if Contract is awarded (in accordance with ITB 14.6(a)(ii))	Total Price per line item (Col. 6+7)
1	CFL 11 watt		277,700						
2	CFL 15 watt		148,500						
3	CFL 20 watt		3,400						
								Total Price	

Name of Bidder *[insert complete name of Bidder]* Signature of Bidder *[signature of person signing the Bid]* Date *[insert date]*

Price Schedule: Goods Manufactured Outside the Purchaser’s Country, to be Imported

CENTRAL REGION

(Group C bids, goods to be imported)							Date: _____		
							ICB No: _____		
Currencies in accordance with ITB Sub-Clause 15							Alternative No: _____		
							Page N° _____ of _____		
1	2	3	4	5	6	7	8	9	10
Item N°	Description of Goods	Country of Origin	Delivery Date as defined by Incoterms	Quantity and physical unit (each)	Unit price CIP <i>Addis Ababa</i> in accordance with ITB 14.6(b)(i)	CIP Price per line item (Col. 5x6)	Price per line item for inland transportation and other services required in the Purchaser’s country to convey the Goods to the final destination	Price per line item for insurance	Total Price per Line item (Col. 7+8)
1	CFL 11 watt			460,900					
2	CFL 15 watt			223,500					
3	CFL 20watt			5,100					
								Total Price	

Name of Bidder [*insert complete name of Bidder*] Signature of Bidder [*signature of person signing the Bid*] Date [*Insert Date*]

Price Schedule: Goods Manufactured Outside the Purchaser's Country, already imported

CENTRAL REGION

(Group C bids, Goods already imported)										Date: _____	
Currencies in accordance with ITB Sub-Clause 15										ICB No: _____	
										Alternative No: _____	
										Page N° _____ of _____	
1	2	3	4	5	6	7	8	9	10	11	12
Line Item N°	Description of Goods	Country of Origin	Delivery Date as defined by Incoterms	Quantity and physical unit (each)	Unit price including Custom Duties and Import Taxes paid, in accordance with ITB 14.6(c)(i)	Custom Duties and Import Taxes paid per unit in accordance with ITB 14.6(c)(ii) , [to be supported by documents]	Unit Price CIP net of custom duties and import taxes, in accordance with ITB 14.6 (c) (iii) (Col. 6 minus Col.7)	Price CIP per line item net of Custom Duties and Import Taxes paid, in accordance with ITB 14.6(c)(i) (Col. 5×8)	Price per line item for inland transportation and other services required in the Purchaser's country to convey the goods to the final destination, as specified in BDS in accordance with ITB 14.6 (c)(v)	Sales and other taxes paid or payable per item if Contract is awarded (in accordance with ITB 14.6(c)(iv)	Total Price per item (Col. 9+10)
1	CFL 11 watt			460,900							
2	CFL 15 watt			223,500							
3	CFL 20 watt			5,100							
										Total Bid Price	

Name of Bidder *[insert complete name of Bidder]* Signature of Bidder *[signature of person signing the Bid]* Date *[insert date]*

Price Schedule: Goods Manufactured in the Purchaser's Country

CENTRAL REGION

Purchaser's Country _____		(Group A and B bids) Currencies in accordance with ITB Sub-Clause 15						Date: _____ ICB No: _____ Alternative No: _____ Page N° _____ of _____	
1	2	3	4	5	6	7	8	9	10
Line Item N°	Description of Goods	Delivery Date as defined by Incoterms	Quantity and physical unit(each)	Unit price EXW	Total EXW price per line item (Col. 4x5)	Price per line item for inland transportation and other services required in the Purchaser's Country to convey the Goods to the final destination , as specified in BDS in accordance with ITB 14.6 (c)(v)	Cost of local labor, raw materials and components from with origin in the Purchaser's Country % of Col. 5	Sales and other taxes payable per item if Contract is awarded (in accordance with ITB 14.6(a)(ii))	Total Price per line item (Col. 6+7)
1	CFL 11 watt		460,900						
2	CFL 15 watt		223,500						
3	CFL 20 watt		5,100						
								Total Price	

Name of Bidder *[insert complete name of Bidder]* Signature of Bidder *[signature of person signing the Bid]* Date *[insert date]*

Price Schedule: Goods Manufactured Outside the Purchaser’s Country, to be Imported

SOUTHERN REGION

(Group C bids, goods to be imported)							Date: _____		
							ICB No: _____		
Currencies in accordance with ITB Sub-Clause 15							Alternative No: _____		
							Page N° _____ of _____		
1	2	3	4	5	6	7	8	9	10
Item N°	Description of Goods	Country of Origin	Delivery Date as defined by Incoterms	Quantity and physical unit (each)	Unit price CIP <i>Addis Ababa</i> in accordance with ITB 14.6(b)(i)	CIP Price per line item (Col. 5x6)	Price per line item for inland transportation and other services required in the Purchaser’s country to convey the Goods to the final destination	Price per line item for insurance	Total Price per Line item (Col. 7+8)
1	CFL 11 watt			338,400					
2	CFL 15 watt			254,300					
3	CFL 20watt			5,700					
								Total Price	

Name of Bidder [*insert complete name of Bidder*] Signature of Bidder [*signature of person signing the Bid*] Date [*Insert Date*]

Price Schedule: Goods Manufactured Outside the Purchaser's Country, already imported

SOUTHERN REGION

(Group C bids, Goods already imported)										Date: _____	
Currencies in accordance with ITB Sub-Clause 15										ICB No: _____	
										Alternative No: _____	
										Page N° _____ of _____	
1	2	3	4	5	6	7	8	9	10	11	12
Line Item N°	Description of Goods	Country of Origin	Delivery Date as defined by Incoterms	Quantity and physical unit (each)	Unit price including Custom Duties and Import Taxes paid, in accordance with ITB 14.6(c)(i)	Custom Duties and Import Taxes paid per unit in accordance with ITB 14.6(c)(ii) , [to be supported by documents]	Unit Price CIP net of custom duties and import taxes, in accordance with ITB 14.6 (c) (iii) (Col. 6 minus Col.7)	Price CIP per line item net of Custom Duties and Import Taxes paid, in accordance with ITB 14.6(c)(i) (Col. 5×8)	Price per line item for inland transportation and other services required in the Purchaser's country to convey the goods to the final destination, as specified in BDS in accordance with ITB 14.6 (c)(v)	Sales and other taxes paid or payable per item if Contract is awarded (in accordance with ITB 14.6(c)(iv)	Total Price per item (Col. 9+10)
1	CFL 11 watt			338,400							
2	CFL 15 watt			254,300							
3	CFL 20 watt			5,700							
										Total Bid Price	

Name of Bidder *[insert complete name of Bidder]* Signature of Bidder *[signature of person signing the Bid]* Date *[insert date]*

Price Schedule: Goods Manufactured in the Purchaser's Country

SOUTHERN REGION

Purchaser's Country _____		(Group A and B bids) Currencies in accordance with ITB Sub-Clause 15						Date: _____ ICB No: _____ Alternative No: _____ Page N° _____ of _____	
1	2	3	4	5	6	7	8	9	10
Line Item N°	Description of Goods	Delivery Date as defined by Incoterms	Quantity and physical unit(each)	Unit price EXW	Total EXW price per line item (Col. 4x5)	Price per line item for inland transportation and other services required in the Purchaser's Country to convey the Goods to the final destination , as specified in BDS in accordance with ITB 14.6 (c)(v)	Cost of local labor, raw materials and components from with origin in the Purchaser's Country % of Col. 5	Sales and other taxes payable per item if Contract is awarded (in accordance with ITB 14.6(a)(ii))	Total Price per line item (Col. 6+7)
1	CFL 11 watt		338,400						
2	CFL 15 watt		254,300						
3	CFL 20 watt		5,700						
								Total Price	

Name of Bidder *[insert complete name of Bidder]* Signature of Bidder *[signature of person signing the Bid]* Date *[insert date]*

Price Schedule: Goods Manufactured Outside the Purchaser's Country, to be Imported

EASTERN REGION

(Group C bids, goods to be imported)							Date: _____		
							ICB No: _____		
Currencies in accordance with ITB Sub-Clause 15							Alternative No: _____		
							Page N° _____ of _____		
1	2	3	4	5	6	7	8	9	10
Item N°	Description of Goods	Country of Origin	Delivery Date as defined by Incoterms	Quantity and physical unit (each)	Unit price CIP <i>Addis Ababa</i> in accordance with ITB 14.6(b)(i)	CIP Price per line item (Col. 5x6)	Price per line item for inland transportation and other services required in the Purchaser's country to convey the Goods to the final destination	Price per line item for insurance	Total Price per Line item (Col. 7+8)
1	CFL 11 watt			133,500					
2	CFL 15 watt			118,300					
3	CFL 20watt			2,700					
								Total Price	

Name of Bidder [*insert complete name of Bidder*] Signature of Bidder [*signature of person signing the Bid*] Date [*Insert Date*]

Price Schedule: Goods Manufactured Outside the Purchaser's Country, already imported

EASTERN REGION

(Group C bids, Goods already imported)										Date: _____	
Currencies in accordance with ITB Sub-Clause 15										ICB No: _____	
										Alternative No: _____	
										Page N° _____ of _____	
1	2	3	4	5	6	7	8	9	10	11	12
Line Item N°	Description of Goods	Country of Origin	Delivery Date as defined by Incoterms	Quantity and physical unit (each)	Unit price including Custom Duties and Import Taxes paid, in accordance with ITB 14.6(c)(i)	Custom Duties and Import Taxes paid per unit in accordance with ITB 14.6(c)(ii) , [to be supported by documents]	Unit Price CIP net of custom duties and import taxes, in accordance with ITB 14.6 (c) (iii) (Col. 6 minus Col.7)	Price CIP per line item net of Custom Duties and Import Taxes paid, in accordance with ITB 14.6(c)(i) (Col. 5×8)	Price per line item for inland transportation and other services required in the Purchaser's country to convey the goods to the final destination, as specified in BDS in accordance with ITB 14.6 (c)(v)	Sales and other taxes paid or payable per item if Contract is awarded (in accordance with ITB 14.6(c)(iv)	Total Price per item (Col. 9+10)
1	CFL 11 watt			133,500							
2	CFL 15 watt			118,300							
3	CFL 20 watt			2,700							
										Total Bid Price	

Name of Bidder *[insert complete name of Bidder]* Signature of Bidder *[signature of person signing the Bid]* Date *[insert date]*

Price Schedule: Goods Manufactured in the Purchaser's Country

EASTERN REGION

Purchaser's Country _____		(Group A and B bids) Currencies in accordance with ITB Sub-Clause 15						Date: _____ ICB No: _____ Alternative No: _____ Page N° _____ of _____	
1	2	3	4	5	6	7	8	9	10
Line Item N°	Description of Goods	Delivery Date as defined by Incoterms	Quantity and physical unit(each)	Unit price EXW	Total EXW price per line item (Col. 4x5)	Price per line item for inland transportation and other services required in the Purchaser's Country to convey the Goods to the final destination , as specified in BDS in accordance with ITB 14.6 (c)(v)	Cost of local labor, raw materials and components from with origin in the Purchaser's Country % of Col. 5	Sales and other taxes payable per item if Contract is awarded (in accordance with ITB 14.6(a)(ii))	Total Price per line item (Col. 6+7)
1	CFL 11 watt		133,500						
2	CFL 15 watt		118,300						
3	CFL 20 watt		2,700						
								Total Price	

Name of Bidder *[insert complete name of Bidder]* Signature of Bidder *[signature of person signing the Bid]* Date *[insert date]*

Price Schedule: Goods Manufactured Outside the Purchaser’s Country, to be Imported

WESTERN REGION

(Group C bids, goods to be imported)							Date: _____		
							ICB No: _____		
Currencies in accordance with ITB Sub-Clause 15							Alternative No: _____		
							Page N° _____ of _____		
1	2	3	4	5	6	7	8	9	10
Item N°	Description of Goods	Country of Origin	Delivery Date as defined by Incoterms	Quantity and physical unit (each)	Unit price CIP <i>Addis Ababa</i> in accordance with ITB 14.6(b)(i)	CIP Price per line item (Col. 5x6)	Price per line item for inland transportation and other services required in the Purchaser’s country to convey the Goods to the final destination	Price per line item for insurance	Total Price per Line item (Col. 7+8)
1	CFL 11 watt			211,800					
2	CFL 15 watt			124,400					
3	CFL 20watt			2,800					
								Total Price	

Name of Bidder [*insert complete name of Bidder*] Signature of Bidder [*signature of person signing the Bid*] Date [*Insert Date*]

Price Schedule: Goods Manufactured Outside the Purchaser's Country, already imported

WESTERN REGION

(Group C bids, Goods already imported)										Date: _____	
Currencies in accordance with ITB Sub-Clause 15										ICB No: _____	
										Alternative No: _____	
										Page N° _____ of _____	
1	2	3	4	5	6	7	8	9	10	11	12
Line Item N°	Description of Goods	Country of Origin	Delivery Date as defined by Incoterms	Quantity and physical unit (each)	Unit price including Custom Duties and Import Taxes paid, in accordance with ITB 14.6(c)(i)	Custom Duties and Import Taxes paid per unit in accordance with ITB 14.6(c)(ii) , [to be supported by documents]	Unit Price CIP net of custom duties and import taxes, in accordance with ITB 14.6 (c) (iii) (Col. 6 minus Col.7)	Price CIP per line item net of Custom Duties and Import Taxes paid, in accordance with ITB 14.6(c)(i) (Col. 5×8)	Price per line item for inland transportation and other services required in the Purchaser's country to convey the goods to the final destination, as specified in BDS in accordance with ITB 14.6 (c)(v)	Sales and other taxes paid or payable per item if Contract is awarded (in accordance with ITB 14.6(c)(iv)	Total Price per item (Col. 9+10)
1	CFL 11 watt			211,800							
2	CFL 15 watt			124,400							
3	CFL 20 watt			2,800							
										Total Bid Price	

Name of Bidder *[insert complete name of Bidder]* Signature of Bidder *[signature of person signing the Bid]* Date *[insert date]*

Price Schedule: Goods Manufactured in the Purchaser's Country

WESTERN REGION

Purchaser's Country _____		(Group A and B bids) Currencies in accordance with ITB Sub-Clause 15						Date: _____ ICB No: _____ Alternative No: _____ Page N° _____ of _____	
1	2	3	4	5	6	7	8	9	10
Line Item N°	Description of Goods	Delivery Date as defined by Incoterms	Quantity and physical unit(each)	Unit price EXW	Total EXW price per line item (Col. 4x5)	Price per line item for inland transportation and other services required in the Purchaser's Country to convey the Goods to the final destination , as specified in BDS in accordance with ITB 14.6 (c)(v)	Cost of local labor, raw materials and components from with origin in the Purchaser's Country % of Col. 5	Sales and other taxes payable per item if Contract is awarded (in accordance with ITB 14.6(a)(ii))	Total Price per line item (Col. 6+7)
1	CFL 11 watt		211,800						
2	CFL 15 watt		124,400						
3	CFL 20 watt		2,800						
								Total Price	

Name of Bidder *[insert complete name of Bidder]* Signature of Bidder *[signature of person signing the Bid]* Date *[insert date]*

Price Schedule: Goods Manufactured Outside the Purchaser's Country, to be Imported

NORTH WESTERN REGION

(Group C bids, goods to be imported)							Date: _____		
							ICB No: _____		
Currencies in accordance with ITB Sub-Clause 15							Alternative No: _____		
							Page N° _____ of _____		
1	2	3	4	5	6	7	8	9	10
Item N°	Description of Goods	Country of Origin	Delivery Date as defined by Incoterms	Quantity and physical unit (each)	Unit price CIP <i>Addis Ababa</i> in accordance with ITB 14.6(b)(i)	CIP Price per line item (Col. 5x6)	Price per line item for inland transportation and other services required in the Purchaser's country to convey the Goods to the final destination	Price per line item for insurance	Total Price per Line item (Col. 7+8)
1	CFL 11 watt			208,600					
2	CFL 15 watt			130,900					
3	CFL 20watt			3,000					
								Total Price	

Name of Bidder [*insert complete name of Bidder*] Signature of Bidder [*signature of person signing the Bid*] Date [*Insert Date*]

Price Schedule: Goods Manufactured Outside the Purchaser’s Country, already imported

NORTH WESTERN REGION

(Group C bids, Goods already imported)										Date: _____	
Currencies in accordance with ITB Sub-Clause 15										ICB No: _____	
										Alternative No: _____	
										Page N° _____ of _____	
1	2	3	4	5	6	7	8	9	10	11	12
Line Item N°	Description of Goods	Country of Origin	Delivery Date as defined by Incoterms	Quantity and physical unit (each)	Unit price including Custom Duties and Import Taxes paid, in accordance with ITB 14.6(c)(i)	Custom Duties and Import Taxes paid per unit in accordance with ITB 14.6(c)(ii) , [to be supported by documents]	Unit Price CIP net of custom duties and import taxes, in accordance with ITB 14.6 (c) (iii) (Col. 6 minus Col.7)	Price CIP per line item net of Custom Duties and Import Taxes paid, in accordance with ITB 14.6(c)(i) (Col. 5×8)	Price per line item for inland transportation and other services required in the Purchaser’s country to convey the goods to the final destination, as specified in BDS in accordance with ITB 14.6 (c)(v)	Sales and other taxes paid or payable per item if Contract is awarded (in accordance with ITB 14.6(c)(iv)	Total Price per item (Col. 9+10)
1	CFL 11 watt			208,600							
2	CFL 15 watt			130,900							
3	CFL 20 watt			3,000							
										Total Bid Price	

Name of Bidder *[insert complete name of Bidder]* Signature of Bidder *[signature of person signing the Bid]* Date *[insert date]*

Price Schedule: Goods Manufactured in the Purchaser's Country

NORTH WESTERN REGION

Purchaser's Country _____		(Group A and B bids) Currencies in accordance with ITB Sub-Clause 15						Date: _____ ICB No: _____ Alternative No: _____ Page N° _____ of _____	
1	2	3	4	5	6	7	8	9	10
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1	CFL 11 watt		208,600						
2	CFL 15 watt		130,900						
3	CFL 20 watt		3,000						
								Total Price	

Name of Bidder *[insert complete name of Bidder]* Signature of Bidder *[signature of person signing the Bid]* Date *[insert date]*

Price Schedule: Goods Manufactured Outside the Purchaser's Country, to be Imported

NORTH EASTERN REGION

(Group C bids, goods to be imported)							Date: _____		
							ICB No: _____		
Currencies in accordance with ITB Sub-Clause 15							Alternative No: _____		
							Page N° _____ of _____		
1	2	3	4	5	6	7	8	9	10
Item N°	Description of Goods	Country of Origin	Delivery Date as defined by Incoterms	Quantity and physical unit (each)	Unit price CIP <i>Addis Ababa</i> in accordance with ITB 14.6(b)(i)	CIP Price per line item (Col. 5x6)	Price per line item for inland transportation and other services required in the Purchaser's country to convey the Goods to the final destination	Price per line item for insurance	Total Price per Line item (Col. 7+8)
1	CFL 11 watt			231,100					
2	CFL 15 watt			100,700					
3	CFL 20watt			2,300					
								Total Price	

Name of Bidder [*insert complete name of Bidder*] Signature of Bidder [*signature of person signing the Bid*] Date [*Insert Date*]

Price Schedule: Goods Manufactured Outside the Purchaser's Country, already imported

NORTH EASTERN REGION

(Group C bids, Goods already imported)										Date: _____	
Currencies in accordance with ITB Sub-Clause 15										ICB No: _____	
										Alternative No: _____	
										Page N° _____ of _____	
1	2	3	4	5	6	7	8	9	10	11	12
Line Item N°	Description of Goods	Country of Origin	Delivery Date as defined by Incoterms	Quantity and physical unit (each)	Unit price including Custom Duties and Import Taxes paid, in accordance with ITB 14.6(c)(i)	Custom Duties and Import Taxes paid per unit in accordance with ITB 14.6(c)(ii) , [to be supported by documents]	Unit Price CIP net of custom duties and import taxes, in accordance with ITB 14.6 (c) (iii) (Col. 6 minus Col.7)	Price CIP per line item net of Custom Duties and Import Taxes paid, in accordance with ITB 14.6(c)(i) (Col. 5×8)	Price per line item for inland transportation and other services required in the Purchaser's country to convey the goods to the final destination, as specified in BDS in accordance with ITB 14.6 (c)(v)	Sales and other taxes paid or payable per item if Contract is awarded (in accordance with ITB 14.6(c)(iv)	Total Price per item (Col. 9+10)
1	CFL 11 watt			231,100							
2	CFL 15 watt			100,700							
3	CFL 20 watt			2,300							
										Total Bid Price	

Name of Bidder *[insert complete name of Bidder]* Signature of Bidder *[signature of person signing the Bid]* Date *[insert date]*

Price Schedule: Goods Manufactured in the Purchaser's Country

NORTH EASTERN REGION

Purchaser's Country _____		(Group A and B bids) Currencies in accordance with ITB Sub-Clause 15						Date: _____ ICB No: _____ Alternative No: _____ Page N° _____ of _____	
1	2	3	4	5	6	7	8	9	10
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1	CFL 11 watt		231,100						
2	CFL 15 watt		100,700						
3	CFL 20 watt		2,300						
								Total Price	

Name of Bidder *[insert complete name of Bidder]* Signature of Bidder *[signature of person signing the Bid]* Date *[insert date]*

Price Schedule: Goods Manufactured Outside the Purchaser's Country, to be Imported

NORTHERN REGION

(Group C bids, goods to be imported)							Date: _____		
							ICB No: _____		
Currencies in accordance with ITB Sub-Clause 15							Alternative No: _____		
							Page N° _____ of _____		
1	2	3	4	5	6	7	8	9	10
Item N°	Description of Goods	Country of Origin	Delivery Date as defined by Incoterms	Quantity and physical unit (each)	Unit price CIP <i>Addis Ababa</i> in accordance with ITB 14.6(b)(i)	CIP Price per line item (Col. 5x6)	Price per line item for inland transportation and other services required in the Purchaser's country to convey the Goods to the final destination	Price per line item for insurance	Total Price per Line item (Col. 7+8)
1	CFL 11 watt			194,500					
2	CFL 15 watt			143,200					
3	CFL 20watt			3,300					
								Total Price	

Name of Bidder [*insert complete name of Bidder*] Signature of Bidder [*signature of person signing the Bid*] Date [*Insert Date*]

Price Schedule: Goods Manufactured Outside the Purchaser's Country, already imported

NORTHERN REGION

(Group C bids, Goods already imported)										Date: _____	
Currencies in accordance with ITB Sub-Clause 15										ICB No: _____	
										Alternative No: _____	
										Page N° _____ of _____	
1	2	3	4	5	6	7	8	9	10	11	12
Line Item N°	Description of Goods	Country of Origin	Delivery Date as defined by Incoterms	Quantity and physical unit (each)	Unit price including Custom Duties and Import Taxes paid, in accordance with ITB 14.6(c)(i)	Custom Duties and Import Taxes paid per unit in accordance with ITB 14.6(c)(ii) , [to be supported by documents]	Unit Price CIP net of custom duties and import taxes, in accordance with ITB 14.6 (c) (iii) (Col. 6 minus Col.7)	Price CIP per line item net of Custom Duties and Import Taxes paid, in accordance with ITB 14.6(c)(i) (Col. 5×8)	Price per line item for inland transportation and other services required in the Purchaser's country to convey the goods to the final destination, as specified in BDS in accordance with ITB 14.6 (c)(v)	Sales and other taxes paid or payable per item if Contract is awarded (in accordance with ITB 14.6(c)(iv)	Total Price per item (Col. 9+10)
1	CFL 11 watt			194,500							
2	CFL 15 watt			143,200							
3	CFL 20 watt			3,300							
										Total Bid Price	

Name of Bidder *[insert complete name of Bidder]* Signature of Bidder *[signature of person signing the Bid]* Date *[insert date]*

Price Schedule: Goods Manufactured in the Purchaser's Country

NORTHERN REGION

Purchaser's Country _____		(Group A and B bids) Currencies in accordance with ITB Sub-Clause 15						Date: _____ ICB No: _____ Alternative No: _____ Page N° _____ of _____	
1	2	3	4	5	6	7	8	9	10
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1	CFL 11 watt		194,500						
2	CFL 15 watt		143,200						
3	CFL 20 watt		3,300						
								Total Price	

Name of Bidder *[insert complete name of Bidder]* Signature of Bidder *[signature of person signing the Bid]* Date *[insert date]*

Bid Security (Bank Guarantee)

[The Bank shall fill in this Bank Guarantee Form in accordance with the instructions indicated.]

[Bank's Name, and Address of Issuing Branch or Office]

Beneficiary: _____ *[Name and Address of Purchaser]*

Date: _____

BID GUARANTEE No.: _____

We have been informed that *[name of the Bidder]* (hereinafter called "the Bidder") has submitted to you its bid dated (hereinafter called "the Bid") for the execution of *[name of contract]* under Invitation for Bids No. *[IFB number]* ("the IFB").

Furthermore, we understand that, according to your conditions, bids must be supported by a bid guarantee.

At the request of the Bidder, we *[name of Bank]* hereby irrevocably undertake to pay you any sum or sums not exceeding in total an amount of *[amount in figures]* (*[amount in words]*) upon receipt by us of your first demand in writing accompanied by a written statement stating that the Bidder is in breach of its obligation(s) under the bid conditions, because the Bidder:

- (a) has withdrawn its Bid during the period of bid validity specified by the Bidder in the Form of Bid; or
- (b) having been notified of the acceptance of its Bid by the Purchaser during the period of bid validity, (i) fails or refuses to execute the Contract Form, if required, or (ii) fails or refuses to furnish the performance security, in accordance with the Instructions to Bidders.

This guarantee will expire: (a) if the Bidder is the successful bidder, upon our receipt of copies of the contract signed by the Bidder and the performance security issued to you upon the instruction of the Bidder; or (b) if the Bidder is not the successful bidder, upon the earlier of (i) our receipt of a copy of your notification to the Bidder of the name of the successful bidder; or (ii) twenty-eight days after the expiration of the Bidder's Bid.

Consequently, any demand for payment under this guarantee must be received by us at the office on or before that date.

This guarantee is subject to the Uniform Rules for Demand Guarantees, ICC Publication No. 458.

[Signature(s)]

Bid Security (Bid Bond)

[The Surety shall fill in this Bid Bond Form in accordance with the instructions indicated.]

BOND NO. _____

BY THIS BOND *[name of Bidder]* as Principal (hereinafter called “the Principal”), and *[name, legal title, and address of surety]*, **authorized to transact business in** *[name of country of Purchaser]*, as Surety (hereinafter called “the Surety”), are held and firmly bound unto *[name of Purchaser]* as Obligee (hereinafter called “the Purchaser”) in the sum of *[amount of Bond]*¹ *[amount in words]*, for the payment of which sum, well and truly to be made, we, the said Principal and Surety, bind ourselves, our successors and assigns, jointly and severally, firmly by these presents.

WHEREAS the Principal has submitted a written Bid to the Purchaser dated the ____ day of _____, 20__, for the construction of *[name of Contract]* (hereinafter called the “Bid”).

NOW, THEREFORE, THE CONDITION OF THIS OBLIGATION is such that if the Principal:

- (a) withdraws its Bid during the period of bid validity specified in the Form of Bid; or
- (b) having been notified of the acceptance of its Bid by the Purchaser during the period of Bid validity; (i) fails or refuses to execute the Contract Form, if required; or (ii) fails or refuses to furnish the Performance Security in accordance with the Instructions to Bidders;

then the Surety undertakes to immediately pay to the Purchaser up to the above amount upon receipt of the Purchaser’s first written demand, without the Purchaser having to substantiate its demand, provided that in its demand the Purchaser shall state that the demand arises from the occurrence of any of the above events, specifying which event(s) has occurred.

The Surety hereby agrees that its obligation will remain in full force and effect up to and including the date 28 days after the date of expiration of the Bid validity as stated in the Invitation to Bid or extended by the Purchaser at any time prior to this date, notice of which extension(s) to the Surety being hereby waived.

IN TESTIMONY WHEREOF, the Principal and the Surety have caused these presents to be executed in their respective names this ____ day of _____ 20__.

Principal: _____ Surety: _____
 Corporate Seal (where appropriate)

(Signature)
(Printed name and title)

(Signature)
(Printed name and title)

¹ The amount of the Bond shall be denominated in the currency of the Purchaser’s country or the equivalent amount in a freely convertible currency.

Manufacturer's Authorization

[The Bidder shall require the Manufacturer to fill in this Form in accordance with the instructions indicated. This letter of authorization should be on the letterhead of the Manufacturer and should be signed by a person with the proper authority to sign documents that are binding on the Manufacturer. The Bidder shall include it in its bid, if so indicated in the BDS.]

Date: *[insert date (as day, month and year) of Bid Submission]*

ICB No.: *[insert number of bidding process]*

Alternative No.: *[insert identification No if this is a Bid for an alternative]*

To: *[insert complete name of Purchaser]*

WHEREAS

We *[insert complete name of Manufacturer]*, who are official manufacturers of *[insert type of goods manufactured]*, having factories at *[insert full address of Manufacturer's factories]*, do hereby authorize *[insert complete name of Bidder]* to submit a bid the purpose of which is to provide the following Goods, manufactured by us *[insert name and or brief description of the Goods]*, and to subsequently negotiate and sign the Contract.

We hereby extend our full guarantee and warranty in accordance with Clause 27 of the General Conditions of Contract, with respect to the Goods offered by the above firm.

Signed: *[insert signature(s) of authorized representative(s) of the Manufacturer]*

Name: *[insert complete name(s) of authorized representative(s) of the Manufacturer]*

Title: *[insert title]*

Duly authorized to sign this Authorization on behalf of: *[insert complete name of Bidder]*

Dated on _____ day of _____, _____ *[insert date of signing]*

Section VI. Schedule of Requirements

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Schedule of Requirements

1. Schedule of Delivery Period

Line Item N°	Description of Goods	Quantity	Physical unit	Final (Project Site) Destination	Delivery (as per Incoterms) Date		
					Earliest Delivery Date from the date of opening of operating L/C	Latest Delivery Date from the date of opening of operating L/C	Bidder's offered Delivery date [<i>to be provided by the bidder</i>] from the date of opening of operating L/C
1	CFL, as described in Technical Specifications	192,700	11 watt	WESTERN ADDIS ABABA REGION WARE HOUSE, ADDIS ABABA, ETHIOPIA	30 days following the date of effectiveness of the Contract	75 days following the date of effectiveness of the Contract	
		65,000	15 watt				
		1,400	20 watt				
2	CFL, as described in Technical Specifications	227,100	11 watt	EASTERN ADDIS ABABA REGION WARE HOUSE, ADDIS ABABA, ETHIOPIA			
		177,600	15 watt				
		4,100	20 watt				
3	CFL, as described in Technical Specifications	325,700	11 watt	SOUTHERN ADDIS ABABA REGION WARE HOUSE, ADDIS ABABA, ETHIOPIA			
		185,600	15 watt				
		4,200	20 watt				
4	CFL, as described in Technical Specifications	277,700	11 watt	NORTHERN ADDIS ABABA REGION WARE HOUSE (KOLFE), ADDIS ABABA, ETHIOPIA			
		148,500	15 watt				
		3,400	20 watt				

5	CFL, as described in Technical Specifications	460,900	11watt	CENTRAL REGION WARE HOUSE, ADDIS ABABA, ETHIOPIA	
		223,500	15 watt		
		5,100	20 watt		
6	CFL, as described in Technical Specifications	338,400	11watt	SOUTHERN REGION WARE HOUSE, AWASSA, ETHIOPIA	
		254,300	15 watt		
		5,700	20 watt		
7	CFL, as described in Technical Specifications	133,500	11watt	EASTERN REGION WARE HOUSE, DIRE DAWA, ETHIOPIA	
		118,300	15 watt		
		2,700	20 watt		
8	CFL, as described in Technical Specifications	211,800	11watt	WESTERN REGION WARE HOUSE, JIMMA, ETHIOPIA	
		124,400	15 watt		
		2,800	20 watt		
9	CFL, as described in Technical Specifications	208,600	11watt	NORTH WESTERN REGION WARE HOUSE, BAHR DAR, ETHIOPIA	
		130,900	15 watt		
		3,000	20 watt		
10	CFL, as described in Technical Specifications	231,100	11watt	NORTH EASTERN REGION WARE HOUSE, DESSIE, ETHIOPIA	
		100,700	15 watt		
		2,300	20 watt		
11	CFL, as described in Technical Specifications	194,500	11watt	NORTHERN REGION WARE HOUSE, MEKELE, ETHIOPIA	
		143,200	15 watt		
		3,300	20 watt		

Note:

Please refer ANNEX – 1 for detail information

If the Bidder's offer of delivery schedule is beyond the latest delivery period, it will be rejected.

2. Schedule of Drawings submitted with Bid

The Tenderer shall submit catalogues, brochures, manuals and drawings of items included in this Tender, wherever applicable, in the table provided below.

Serial No.	Brief Description	Drawing reference

3. Schedule of Guaranteed Characteristics

The following list contains the technical characteristics guaranteed by the Bidder. The Bidder shall complete the column headed "Guaranteed Value".

Omission of one or more of the guaranteed values may result in rejection of the offer. Phrases such as 'refer to catalogue...' etc. are not acceptable. The Guaranteed value should be supported by technical catalogues, brochures, test report etc and submittal of catalogues which describes each item is mandatory. If the guaranteed value is not supported by catalogues the offer will be rejected.

description	Tendered	Offered	Remark
Manufacturer			
Country of origin			
Type of designation			
Standard			
Lamp type	Unitary/ self ballasted		
Lamp length	120 to 170 millimeters from base to tip of lamp		
Ballast	Electronic		
Base	Screw: E27		
Tube	U-shaped		
Laboratory facility	Must be accredited according to ISO 17025, or equivalent standard. Accreditation document must be provided		
Testing conditions	Performed at 25°C in an atmosphere with maximum relative humidity of 65%.		
Position and initial burn in	Measurement should be recorded from products in the vertical base Up(VBU) position, after an initial burn in period of 100 hours at stabilized light output and current		
Test and sample size	Test data must be from the model for which qualification is sought. Values indicated on the application form shall be calculated as the average of the data from all the units tested		
Longevity of the test results	Test results must be two years old.		
Description	Tendered	Offered	Remark
The CFL package must	Rated in put power in		

be clearly state the performance of the following characteristics, as defined in IEC 60969	watts, and light out put in lumens		
Efficiency	At input power of <15w: ≥52 lm/W At input power of ≥15 W and >5000 CCT: ≥57 lm/W		
Power Factor	Measured in vertical base up position, as defined in IEC 61000, CFLs must have a power factor of 0.5 or greater at maximum power.		
Tolerance of voltage variation	Manufacturer must state in the application that CFLs will perform within specified parameters at range of nominal voltage +/- 10% of rated operating voltage without reduction in the rated life.		
Transient protection	CFL must apply with IEC 61547.		
Lamp start	CFL must continuously illuminate within 1.5 seconds of being switched on at minimum rated starting temperature and maximum power. Prior to measurements, CFL must be switched off for at least 30 minutes.		
Description	Tendered	Offered	Remark
Rated operating temperature	The minimum rated starting temperature must not be higher than 5 °C.		

	CFL package must declare the range of operating temperature		
Life time	CFL must have a minimum rated life time of 6000 hours as defined in IEC 60969. CFL life time clearly indicated in hours on product package		
Safety	CFLs must meet all local safety requirements and the requirements of IEC 60968.		
Lumen output	Lumen output of the CFL must appear on product packaging		
Correlated color temperature	Correlated color temperature (CCT) of the CFL must appear on product packaging (as defined in IEC 60969 and measured in accordance with IES LM 16-1984). The CFLs supplied shall be "daylight" color temperature (5000K to 6500K)		
Color rendering Index	Color rendering index (CRI) of at least 80 (as defined in IEC 60969, measured in accordance with CIE 29/2)		

Description	Tendered	Offered	Remark
Lumen maintenance	After 2000 hours of operation the luminous flux of CFLs must be >		

	80% of initial levels (measured in accordance with IES LM-66-1991 or IEC 60969 for unitary CFLs).		
Stabilized light output	The time to 75% of stabilized light output after switch –on shall not exceed 100 seconds, or, the time to 80% of stabilized light output after switch on shall not exceed 120 seconds(measured in accordance with IEC 60969).		
Lamp package	The supplier shall display the Federal Government of Ethiopia, EEPCO coat of arms in one color on the lamp base and on lamp package in the form given by the purchaser.		
Warranty	Manufacturer must provide a lamp warranty against epidemic failure for a minimum period of 12 months from the date that the goods are accepted by the purchaser. Manufacturer to provide a percentage swap stock for individual bulb failure. Guarantee card in English must be included with CFL when purchased.		
Description	Tendered	Offered	Remark
Quality of production	CFLs must be manufactured under a quality assurance system in accordance with ISO 9001-2000 or equivalent.		

4. Schedule of origin of good

Origin of all items for which the tenderer has submitted offers should be listed in the form provided below. If the origin of each item is not specified, the offer will be rejected.

Serial No.	Brief Description of items	Country of origin of item	Name of manufacture

5. Schedule of Deviations from Technical Specification

All deviations from technical specifications should be stated in the form provided below. If no deviations are stated, it is considered that all items fully comply with the specification of the tender.

Serial No.	Brief description of items	Clause and statement in the tender specification	Deviation

6. Schedule of Discounts

If there is any discount proposed by the tenderer, it should be stated in the form provided below.

Lot and/or Item No.	Brief description of items	Discount proposed

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Technical Specifications

CFL: Technical Specifications

I. GENERAL DESIGN

The compact fluorescent lamps (CFLs) must be of unitary design (that is, a single, non separable unit containing lamp and ballast, also often referred to as “self-ballasted”) and designed for applications furnished with a screw socket originally intended to operate standard incandescent bulbs.

Parts	Description/Type
Unit	Unitary /Self-ballasted
Lamp length	120 to 170 millimeters from base to tip of lamp
Ballast	Electronic
Base	Screw: E27
Tube	U-shaped

The compact fluorescent lamps must be adaptable to tropical and humid weather site conditions:

- Maximum monthly average temperature: 24°C
- Relative humidity: 65%

II. TECHNICAL SPECIFICATIONS

The technical specifications below are generally consisted with the IFC/GEF Efficient Lighting Initiative (ELI) Voluntary Technical Specification for Self-ballasted Compact fluorescent Lamps (2006 version). These base line specifications have been chosen as they represent a well known international standard for CFL quality that has been implemented in any countries world wide. Items that must be clearly indicated on the CFL product package are indicated in italics.

Laboratory and Test Requirements	Performance Specifications
Laboratory Facility	Must be accredited according to ISO/IEC 17025, or equivalent standard and qualified for pertinent lighting product tests by a recognized national or regional accreditation body. <i>Accreditation document must be provided to EEPCo.</i>
Testing Conditions	Performed at 25+/-1 °C in an atmosphere with maximum relative humidity of 65%.

Position and Initial Burn – in	Measurements should be recorded from products in the Vertical Base Up (VBU) position, after an initial burn-in period of 100 hours at stabilized light output and current.
Test Data and Sample size	Test data must be from the model for which qualification is sought. Values indicated on the application form shall be calculated as the average of the data from all units tested.
Longevity of Test results	Test results must be less than two years old, unless manufacturer can document to EEPCo satisfaction that older test results accurately portray the performance of the present model
<p>Product Packaging The CFL package and lamp itself must clearly state the following performance characteristics, as defined in IEC 60969:</p> <ul style="list-style-type: none"> ▪ <i>Rated input power in watts,</i> ▪ <i>Rated operating voltage;</i> ▪ <i>Luminous flux or Light output (in lms)</i> <p>In addition, the following must be stated on the CFL package;</p> <ul style="list-style-type: none"> ▪ <i>Equivalent rated wattage of an incandescent lamp, in terms of the luminous flux (elected in accordance with IEC 60064);</i> ▪ <i>Diameter of lamp tube;</i> ▪ <i>Lamp cap type;</i> ▪ <i>Length of lamp;</i> ▪ <i>Color rendering index,</i> <p>“EEPCo logo” should appear on the package as well as the base of the lamp.</p>	
Power Characteristics	Performance Specifications
Input Power	Input power required to achieve the specified lumen output.
Power Factor	Measured in vertical base up position, as defined in IEC 61000, CFLs must have a power factor of 0.5 or greater at maximum power.
Tolerance of Voltage Variation	Manufacturers must state in the application that CFLs will perform within specified parameters at a range of nominal voltages \pm 10% of rated operating voltage without a reduction in the rated life.
Transient Protection	CFL must comply with IEC 61547.
Electromagnetic and Radio Frequency Interference	Comply with CISPR
Harmonics	Comply with harmonic current limits set by IEC 61000-3-2
Electromagnetic Immunity	Comply with IEC 61457
Operating Characteristics	Performance Specifications
Lamp Start	CFL must continuously illuminate within 1.5 seconds of being switched on at minimum rated starting temperature and 80% of rated voltage. Prior to measurements, CFL must be switched off for at least 30 minutes.

Rated operating Temperatures and Operating Voltages	The minimum rated starting temperature must not be higher than 5°C. The lamp should start reliably and maintain stable operation in such temperature conditions, within +/- 20% of rated operating voltage (220V).
Lifetime	CFL must have a minimum rated lifetime of 6,000 hours. This should have been measured in accordance with IEC 60969. Test reports shall be submitted to EEPCo along with the bids or upon completion of lifetime testing <i>CFL lifetime shall be clearly indicated (in hours) on product packaging.</i>
Safety	CFLS must meet all national/ local safety regulations and the requirements of IEC 60968
Light Characteristics	Performance Specifications
Efficiency	Efficiency (or Initial Luminous Efficacy in lm/W) shall be calculated from luminous flux (lm) and input power (W) for the specific lamp and ballast combination in the CFL measured at 25+/- 1 °C and 220 V. The initial luminous efficacy of CFLs shall be at least 52 lm/W for input power <15W and 57lm/W for input power ≥ 15W corresponding “ daylight” correlated color temperature of 5000 Kelvin to 6500 Kelvin
Correlated Color Temperature	Correlated color temperature (CCT) of the CFL must appear on product packaging (as defined in IEC 60969) and measured in accordance with IES LM-16-1984).. The CFLs supplied shall be “daylight” color temperature (5000K to 6500K).
Color Rendering Index	Color Rendering Index (CRI) of at least 80 (as defined in IEC 60969, measured in accordance with CIE 13.3)
Lumen Maintenance	After 2000 hours of operation the luminous flux of CFLs must be ≥80% of initial levels (measured in accordance with IES LM-66-1991 or IEC 60969 for unitary CFLS). In order to pass the lumen maintenance test, at least 80% of the Sample lamps must pass the lumen maintenance threshold at 2,000 hours.
Stabilized Light Output	The time to 75% of stabilized light output after switch-on shall not exceed 100 seconds, or, the time to 80% of stabilized light output after switch-on shall not exceed 120 seconds (measured in

	accordance with IEC 60969).
Other	Performance Specifications
Lamp Package	<p>In addition to other technical characteristics that must be listed on the CFL package (identified in italics in these Technical Specifications), the package must display the EEPCo logo, and the EEPCo logo must also be displayed on the base of the lamp.</p> <p>As the Purchaser, EEPCo reserves the right to review the packaging for the lamps in this procurement before the Supplier prints the packaging and sample of lamps must be submitted with the offer.</p>
Warranty	<p>Manufacturer must provide a lamp warranty for a minimum period of twelve (12) months from the date that the goods are accepted by the Purchaser. During this period, the Purchaser may return defective lamps to the Supplier's local contact for a full replacement. Guarantee card in local language must be included with CFL when purchase.</p>
Quality of production	<p>CFLs must be manufactured under a Quality Assurance System in accordance with ISO 9001-2000 or equivalent.</p>

Section VI. Schedule of Requirements

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Schedule of Requirements

7. Schedule of Delivery Period

Line Item N°	Description of Goods	Quantity	Physical unit	Final (Project Site) Destination	Delivery (as per Incoterms) Date		
					Earliest Delivery Date from the date of opening of operating L/C	Latest Delivery Date from the date of opening of operating L/C	Bidder's offered Delivery date [to be provided by the bidder] from the date of opening of operating L/C
1	CFL, as described in Technical Specifications	192,700	11 watt	WESTERN ADDIS ABABA REGION WARE HOUSE, ADDIS ABABA, ETHIOPIA	30 days following the date of effectiveness of the Contract	75 days following the date of effectiveness of the Contract	
		65,000	15 watt				
		1,400	20 watt				
2	CFL, as described in Technical Specifications	227,100	11 watt	EASTERN ADDIS ABABA REGION WARE HOUSE, ADDIS ABABA, ETHIOPIA			
		177,600	15 watt				
		4,100	20 watt				
3	CFL, as described in Technical Specifications	325,700	11 watt	SOUTHERN ADDIS ABABA REGION WARE HOUSE, ADDIS ABABA, ETHIOPIA			
		185,600	15 watt				
		4,200	20 watt				
4	CFL, as described in Technical Specifications	277,700	11 watt	NORTHERN ADDIS ABABA REGION WARE HOUSE (KOLFE), ADDIS ABABA, ETHIOPIA			
		148,500	15 watt				
		3,400	20 watt				

5	CFL, as described in Technical Specifications	460,900	11watt	CENTRAL REGION WARE HOUSE, ADDIS ABABA, ETHIOPIA	
		223,500	15 watt		
		5,100	20 watt		
6	CFL, as described in Technical Specifications	338,400	11watt	SOUTHERN REGION WARE HOUSE, AWASSA, ETHIOPIA	
		254,300	15 watt		
		5,700	20 watt		
7	CFL, as described in Technical Specifications	133,500	11watt	EASTERN REGION WARE HOUSE, DIRE DAWA, ETHIOPIA	
		118,300	15 watt		
		2,700	20 watt		
8	CFL, as described in Technical Specifications	211,800	11watt	WESTERN REGION WARE HOUSE, JIMMA, ETHIOPIA	
		124,400	15 watt		
		2,800	20 watt		
9	CFL, as described in Technical Specifications	208,600	11watt	NORTH WESTERN REGION WARE HOUSE, BAHR DAR, ETHIOPIA	
		130,900	15 watt		
		3,000	20 watt		
10	CFL, as described in Technical Specifications	231,100	11watt	NORTH EASTERN REGION WARE HOUSE, DESSIE, ETHIOPIA	
		100,700	15 watt		
		2,300	20 watt		
11	CFL, as described in Technical Specifications	194,500	11watt	NORTHERN REGION WARE HOUSE, MEKELE, ETHIOPIA	
		143,200	15 watt		
		3,300	20 watt		

Note:

Please refer ANNEX – 1 for detail information

If the Bidder's offer of delivery schedule is beyond the latest delivery period, it will be rejected.

8. Schedule of Drawings submitted with Bid

The Tenderer shall submit catalogues, brochures, manuals and drawings of items included in this Tender, wherever applicable, in the table provided below.

Serial No.	Brief Description	Drawing reference

9. Schedule of Guaranteed Characteristics

The following list contains the technical characteristics guaranteed by the Bidder. The Bidder shall complete the column headed "Guaranteed Value".

Omission of one or more of the guaranteed values may result in rejection of the offer. Phrases such as 'refer to catalogue...' etc. are not acceptable. The Guaranteed value should be supported by technical catalogues, brochures, test report etc and submittal of catalogues which describes each item is mandatory. If the guaranteed value is not supported by catalogues the offer will be rejected.

description	Tendered	Offered	Remark
Manufacturer			
Country of origin			
Type of designation			
Standard			
Lamp type	Unitary/ self ballasted		
Lamp length	120 to 170 millimeters from base to tip of lamp		
Ballast	Electronic		
Base	Screw: E27		
Tube	U-shaped		
Laboratory facility	Must be accredited according to ISO 17025, or equivalent standard. Accreditation document must be provided		
Testing conditions	Performed at 25°C in an atmosphere with maximum relative humidity of 65%.		
Position and initial burn in	Measurement should be recorded from products in the vertical base Up(VBU) position, after an initial burn in period of 100 hours at stabilized light output and current		
Test and sample size	Test data must be from the model for which qualification is sought. Values indicated on the application form shall be calculated as the average of the data from all the units tested		
Longevity of the test results	Test results must be two years old.		
Description	Tendered	Offered	Remark
The CFL package must	Rated in put power in		

be clearly state the performance of the following characteristics, as defined in IEC 60969	watts, and light out put in lumens		
Efficiency	At input power of <15w: ≥52 lm/W At input power of ≥15 W and >5000 CCT: ≥57 lm/W		
Power Factor	Measured in vertical base up position, as defined in IEC 61000, CFLs must have a power factor of 0.5 or greater at maximum power.		
Tolerance of voltage variation	Manufacturer must state in the application that CFLs will perform within specified parameters at range of nominal voltage +/- 10% of rated operating voltage without reduction in the rated life.		
Transient protection	CFL must apply with IEC 61547.		
Lamp start	CFL must continuously illuminate within 1.5 seconds of being switched on at minimum rated starting temperature and maximum power. Prior to measurements, CFL must be switched off for at least 30 minutes.		
Description	Tendered	Offered	Remark
Rated operating temperature	The minimum rated starting temperature must not be higher than 5 °C.		

	CFL package must declare the range of operating temperature		
Life time	CFL must have a minimum rated life time of 6000 hours as defined in IEC 60969. CFL life time clearly indicated in hours on product package		
Safety	CFLs must meet all local safety requirements and the requirements of IEC 60968.		
Lumen output	Lumen output of the CFL must appear on product packaging		
Correlated color temperature	Correlated color temperature (CCT) of the CFL must appear on product packaging (as defined in IEC 60969 and measured in accordance with IES LM 16-1984). The CFLs supplied shall be “daylight” color temperature (5000K to 6500K)		
Color rendering Index	Color rendering index (CRI) of at least 80 (as defined in IEC 60969, measured in accordance with CIE 29/2)		

Description	Tendered	Offered	Remark
Lumen maintenance	After 2000 hours of operation the luminous flux of CFLs must be >		

	80% of initial levels (measured in accordance with IES LM-66-1991 or IEC 60969 for unitary CFLs).		
Stabilized light output	The time to 75% of stabilized light output after switch –on shall not exceed 100 seconds, or, the time to 80% of stabilized light output after switch on shall not exceed 120 seconds(measured in accordance with IEC 60969).		
Lamp package	The supplier shall display the Federal Government of Ethiopia, EEPCO coat of arms in one color on the lamp base and on lamp package in the form given by the purchaser.		
Warranty	Manufacturer must provide a lamp warranty against epidemic failure for a minimum period of 12 months from the date that the goods are accepted by the purchaser. Manufacturer to provide a percentage swap stock for individual bulb failure. Guarantee card in English must be included with CFL when purchased.		
Description	Tendered	Offered	Remark
Quality of production	CFLs must be manufactured under a quality assurance system in accordance with ISO 9001-2000 or equivalent.		

10. Schedule of origin of good

Origin of all items for which the tenderer has submitted offers should be listed in the form provided below. If the origin of each item is not specified, the offer will be rejected.

Serial No.	Brief Description of items	Country of origin of item	Name of manufacture

11. Schedule of Deviations from Technical Specification

All deviations from technical specifications should be stated in the form provided below. If no deviations are stated, it is considered that all items fully comply with the specification of the tender.

Serial No.	Brief description of items	Clause and statement in the tender specification	Deviation

12. Schedule of Discounts

If there is any discount proposed by the tenderer, it should be stated in the form provided below.

Lot and/or Item No.	Brief description of items	Discount proposed

--	--	--

Technical Specifications

CFL: Technical Specifications

I. GENERAL DESIGN

The compact fluorescent lamps (CFLs) must be of unitary design (that is, a single, non separable unit containing lamp and ballast, also often referred to as “self-ballasted”) and designed for applications furnished with a screw socket originally intended to operate standard incandescent bulbs.

Parts	Description/Type
Unit	Unitary /Self-ballasted
Lamp length	120 to 170 millimeters from base to tip of lamp
Ballast	Electronic
Base	Screw: E27
Tube	U-shaped

The compact fluorescent lamps must be adaptable to tropical and humid weather site conditions:

- Maximum monthly average temperature: 24°C
- Relative humidity: 65%

II. TECHNICAL SPECIFICATIONS

The technical specifications below are generally consisted with the IFC/GEF Efficient Lighting Initiative (ELI) Voluntary Technical Specification for Self-ballasted Compact fluorescent Lamps (2006 version). These base line specifications have been chosen as they represent a well known international standard for CFL quality that has been implemented in any countries world wide. Items that must be clearly indicated on the CFL product package are indicated in italics.

Laboratory and Test Requirements	Performance Specifications
Laboratory Facility	Must be accredited according to ISO/IEC 17025, or equivalent standard and qualified for pertinent lighting product tests by a recognized national or regional accreditation body. <i>Accreditation document must be provided to EEPCo.</i>
Testing Conditions	Performed at 25+/-1 °C in an atmosphere with maximum relative humidity of 65%.

Position and Initial Burn – in	Measurements should be recorded from products in the Vertical Base Up (VBU) position, after an initial burn-in period of 100 hours at stabilized light output and current.
Test Data and Sample size	Test data must be from the model for which qualification is sought. Values indicated on the application form shall be calculated as the average of the data from all units tested.
Longevity of Test results	Test results must be less than two years old, unless manufacturer can document to EEPCo satisfaction that older test results accurately portray the performance of the present model
<p>Product Packaging The CFL package and lamp itself must clearly state the following performance characteristics, as defined in IEC 60969:</p> <ul style="list-style-type: none"> ▪ <i>Rated input power in watts,</i> ▪ <i>Rated operating voltage;</i> ▪ <i>Luminous flux or Light output (in lms)</i> <p>In addition, the following must be stated on the CFL package;</p> <ul style="list-style-type: none"> ▪ <i>Equivalent rated wattage of an incandescent lamp, in terms of the luminous flux (elected in accordance with IEC 60064);</i> ▪ <i>Diameter of lamp tube;</i> ▪ <i>Lamp cap type;</i> ▪ <i>Length of lamp;</i> ▪ <i>Color rendering index,</i> <p>“EEPCo logo” should appear on the package as well as the base of the lamp.</p>	
Power Characteristics	Performance Specifications
Input Power	Input power required to achieve the specified lumen output.
Power Factor	Measured in vertical base up position, as defined in IEC 61000, CFLs must have a power factor of 0.5 or greater at maximum power.
Tolerance of Voltage Variation	Manufacturers must state in the application that CFLs will perform within specified parameters at a range of nominal voltages \pm 10% of rated operating voltage without a reduction in the rated life.
Transient Protection	CFL must comply with IEC 61547.
Electromagnetic and Radio Frequency Interference	Comply with CISPR
Harmonics	Comply with harmonic current limits set by IEC 61000-3-2
Electromagnetic Immunity	Comply with IEC 61457
Operating Characteristics	Performance Specifications
Lamp Start	CFL must continuously illuminate within 1.5 seconds of being switched on at minimum rated starting temperature and 80% of rated voltage. Prior to measurements, CFL must be switched off for at least 30 minutes.

Rated operating Temperatures and Operating Voltages	The minimum rated starting temperature must not be higher than 5 ⁰ C. The lamp should start reliably and maintain stable operation in such temperature conditions, within +/- 20% of rated operating voltage (220V).
Lifetime	CFL must have a minimum rated lifetime of 6,000 hours. This should have been measured in accordance with IEC 60969. Test reports shall be submitted to EEPCo along with the bids or upon completion of lifetime testing <i>CFL lifetime shall be clearly indicated (in hours) on product packaging.</i>
Safety	CFLS must meet all national/ local safety regulations and the requirements of IEC 60968
Light Characteristics	Performance Specifications
Efficiency	Efficiency (or Initial Luminous Efficacy in lm/W) shall be calculated from luminous flux (lm) and input power (W) for the specific lamp and ballast combination in the CFL measured at 25+/- 1 ⁰ C and 220 V. The initial luminous efficacy of CFLs shall be at least 52 lm/W for input power <15W and 57lm/W for input power ≥ 15W corresponding “ daylight” correlated color temperature of 5000 Kelvin to 6500 Kelvin
Correlated Color Temperature	Correlated color temperature (CCT) of the CFL must appear on product packaging (as defined in IEC 60969) and measured in accordance with IES LM-16-1984).. The CFLs supplied shall be “daylight” color temperature (5000K to 6500K).
Color Rendering Index	Color Rendering Index (CRI) of at least 80 (as defined in IEC 60969, measured in accordance with CIE 13.3)
Lumen Maintenance	After 2000 hours of operation the luminous flux of CFLs must be ≥80% of initial levels (measured in accordance with IES LM-66-1991 or IEC 60969 for unitary CFLS). In order to pass the lumen maintenance test, at least 80% of the Sample lamps must pass the lumen maintenance threshold at 2,000 hours.
Stabilized Light Output	The time to 75% of stabilized light output after switch-on shall not exceed 100 seconds, or, the time to 80% of stabilized light output after switch-on shall not exceed 120 seconds (measured in

	accordance with IEC 60969).
Other	Performance Specifications
Lamp Package	<p>In addition to other technical characteristics that must be listed on the CFL package (identified in italics in these Technical Specifications), the package must display the EEPCo logo, and the EEPCo logo must also be displayed on the base of the lamp.</p> <p>As the Purchaser, EEPCo reserves the right to review the packaging for the lamps in this procurement before the Supplier prints the packaging and sample of lamps must be submitted with the offer.</p>
Warranty	<p>Manufacturer must provide a lamp warranty for a minimum period of twelve (12) months from the date that the goods are accepted by the Purchaser. During this period, the Purchaser may return defective lamps to the Supplier's local contact for a full replacement. Guarantee card in local language must be included with CFL when purchase.</p>
Quality of production	<p>CFLs must be manufactured under a Quality Assurance System in accordance with ISO 9001-2000 or equivalent.</p>

Section VIII. Special Conditions of Contract

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The following Special Conditions of Contract (SCC) shall supplement and / or amend the General Conditions of Contract (GCC). Whenever there is a conflict, the provisions herein shall prevail over those in the GCC.

[The Purchaser shall select insert the appropriate wording using the samples below or other acceptable wording, and delete the text in italics]

GCC 1.1(j)	The Purchaser's country is: Ethiopia
GCC 1.1(k)	The Purchaser is: The Ethiopian Electric power corporation
GCC 1.1 (q)	The Project Site(s)/Final Destination(s) is/are: Refer Annex 1 (list of project sites and approximate distance).
GCC 4.2 (a)	The meaning of the trade terms shall be as prescribed by Incoterms .
GCC 4.2 (b)	The version edition of Incoterms shall be Incoterms 2000 .
GCC 5.1	The language shall be: English
GCC 8.1	For notices , the Purchaser's address shall be: Attention: Mr. Gashaw Hassen (Demand side management) Ethiopian electric power corporation Head office, Fourth floor Tel. +251-11-1560254 Fax. +251-11-1574071 Addis Ababa Ethiopia Electronic mail address: eelpa@ethionet.et
GCC 9.1	The governing law shall be the law of: The law of the Federal Democratic Republic government of Ethiopia.
GCC 10.2	The rules of procedure for arbitration proceedings pursuant to GCC Clause 10.2 shall be as follows: (a) Contract with foreign Supplier: Any dispute, controversy or claim arising out of or relating to this Contract, or breach, termination or invalidity thereof, shall be settled by arbitration in accordance with the UNCITRAL Arbitration Rules as at present in force.

	<p>(b) Contracts with Supplier national of the Purchaser's country:</p> <p>In the case of a dispute between the Purchaser and a Supplier who is a national of the Purchaser's country, the dispute shall be referred to adjudication or arbitration in accordance with the laws of the Purchaser's country.</p>
<p>GCC 13.1</p>	<p>Details of Shipping and other Documents to be furnished by the Supplier are</p> <p>(a) For goods supplied from abroad</p> <p>Upon shipment, the supplier shall notify the purchaser and the insurance company by cable the full details of the shipment, including contract number, description of goods, quantity, the vessel, the bill of lading number and date, port of loading, date of shipment, port of loading, date of shipment, port of discharge, etc. The supplier shall mail the following documents to the purchaser, with a copy to the insurance company:</p> <ul style="list-style-type: none"> • 8 copies of the supplier's invoice showing goods' description, quantity, unit price, and total amount; • 3 original and 3 copies of the negotiable, clean, on board bill of lading marked "freight prepaid" and 3 copies of non-negotiable (sea way or air way) bill of lading; • 5 copies of the packing list identifying contents of each package; • Insurance certificate; • Manufacturer's or supplier's warranty certificate; • Inspection certificate, issued by the nominated inspection agency, and the supplier's factory inspection report; and • Certificate of origin.

	<p>(b) For goods from within the purchaser's country</p> <p>Upon delivery of the goods to the transporter, the supplier shall notify the purchaser and mail the following documents to the purchaser</p> <ul style="list-style-type: none"> • 8 copies of the supplier's invoice showing goods' description, quantity, unit price, and total amount; • 3 copies of delivery note, railway receipt, or truck receipt; • Manufacturer's or supplier's warranty certificate; • Inspection certificate issued by the nominated inspection agency, and the supplier's factory inspection report; and • Certificate of origin. <p>The above documents shall be received by the Purchaser before arrival of the Goods and, if not received, the Supplier will be responsible for any consequent expenses.</p>
GCC 15.2	The prices charged for the Goods supplied and the related Services performed shall not be adjustable.
GCC 16.1	<p>GCC 16.1—The method and conditions of payment to be made to the Supplier under this Contract shall be as follows:</p> <p>Payment for Goods supplied from abroad:</p> <p>Payment of foreign currency portion shall be made in <i>[currency of the Contract Price]</i> in the following manner:</p> <p>(i) On Shipment: Ninety (90) percent of the Contract Price of the Goods shipped shall be paid through irrevocable confirmed letter of credit opened in favor of the Supplier in a bank in its country, upon submission of documents specified in GCC Clause 13.1.</p> <p>(ii) On Acceptance: Ten (10) percent of the Contract Price of Goods received shall be paid within thirty (30) days of receipt of the Goods upon submission of claim supported by the acceptance certificate issued by the Purchaser.</p> <p>Payment of local currency portion shall be made in <u>Ethiopian birr</u></p>

	<p>within thirty (30) days of presentation of claim supported by a certificate from the Purchaser declaring that the Goods have been delivered and that all other contracted Services have been performed.</p> <p>Payment for Goods and Services supplied from within the Purchaser's country:</p> <p>Payment for Goods and Services supplied from within the Purchaser's country shall be made in <u>Ethiopian birr</u>, as follows:</p> <p>(i) On Delivery: Ninety (90) percent of the Contract Price shall be paid on receipt of the Goods and upon submission of the documents specified in GCC Clause 13.1</p> <p>(ii) On Acceptance: The remaining ten (10) percent of the Contract Price shall be paid to the Supplier within thirty (30) days after the date of the acceptance certificate for the respective delivery issued by the Purchaser.</p>
GCC 16.5	<p>The payment-delay period after which the Purchaser shall pay interest to the supplier shall be 60 days.</p> <p>The interest rate that shall be applied is <u>3% for foreign currency portion, and the ongoing lending rate of commercial bank of Ethiopia plus 2% for local currency portion.</u></p>
GCC 18.1	<p>A Performance Security shall be required and shall be issued by a reputable bank located in the purchaser country or abroad, acceptable to the purchaser, the in form provided in the bidding document or another form acceptable to the purchaser.</p> <p>The amount of the Performance security shall be 10% of the contract price and shall be reduced to 5% upon completion of delivery and upon provisional acceptance of goods to cover the supplier's warranty obligations.</p>
GCC 18.3	<p>If required, the Performance Security shall be in the form of : Bank Guarantee.</p> <p>If required, the Performance security shall be denominated in the currencies of payment of the Contract, in accordance with their portions of the Contract Price.</p>
GCC 18.4	<p>Discharge of the Performance Security shall take place: in 28 days after end of warranty obligation period.</p>

GCC 23.2	<p>The packing, marking and documentation within and outside the packages shall be:</p> <p>(a) The packing, marking and documentation within and outside the packages shall be: Consider the fragile nature of the goods and the supplier shall provide such packing of the goods as is required to prevent their damage or deterioration during transit to their final destination, as indicated in the contract. The packing shall be sufficient to withstand, without limitation, rough handling during transit and exposure to extreme temperatures, salt and precipitation during transit, and open storage. Packing case size and weights shall take into consideration, where appropriate, the remoteness of the goods' final destination and the absence of heavy handling facilities at all points in transit.</p> <p>(b) The packing, marking, and documentation within and outside the packages shall comply strictly with such special requirements as shall be expressly provided for in the contract, including additional requirements, if any, specified in the SCC, and in any subsequent instructions ordered by the purchaser.</p>
GCC 24.1	The insurance coverage shall be as specified in the Incoterms.
GCC 25.1	Responsibility for transportation of the Goods shall be as specified in the Incoterms.
GCC 26.1	<p>Inspection and tests prior to shipment of Goods and at final acceptance are as follows:</p> <p>As per the provisions in the technical requirements/ specification</p>
GCC 28.3	<p>The period of validity of the Warranty shall be: 365 days after shipment</p> <p>For purposes of the Warranty, the place(s) of final destination(s) shall be:</p> <p><i>Kara Kore Addis Ababa, Ethiopia</i></p>

ANNEXES