

TENDER 2024_05 OUTDOOR FURNITURES AND SIGNAGE

QUESTION 31/10/2024

- 1. We only find general things but there are no plans or quantities that can be found from there. Can you please provide us with these things?**

Unfortunately, there are no plans or exact purchase quantities available, as the tendering procedure is established as a framework contract, through which companies can be selected to which purchase orders can be placed during the 4-year duration of the contract.

Once the companies are selected and the contracts are signed, the school will organize competitive dialogues with the selected suppliers to design the product based on the technical needs established, being able to negotiate the different technical options (materials, aesthetics, quantities, locations, or installation models, etc.)

QUESTIONS 04/11/2024

- 1. How will the prices be assessed? As we understand it, we have to add a "catalogue" to the registration. However, if no one offers the same products. How does this work? Is it possible to make an inventory for this so that a better comparison can take place?**

Obviously, we understand that we will not be able to evaluate lists of different products from different suppliers. Therefore, we cannot ask for a comprehensive catalogue proposed by us, because this would violate the principle of free competition in market, since not all candidates have all the diversity of products at their disposal, and we would be unable to know everything that currently exists on the world. So, in order to simplify and to be transparent in the evaluation, we recommend describing the products, per lot, outlined in the technical specifications. However, the committee may consider other products in the range that are offered additionally to be accepted.

Therefore, in the current phase of companies' selection, it is not necessary to send us a closed catalogue (list of products), but rather a descriptive proposal on materials, resistance, design examples, etc. For example, you can submit magazines, links, or sample photographs of previous works, and if you wish, a small technical description. With these, the committee will evaluate in the section of criterion 1, on technical quality.

As for the score for general discount, the established mathematical formula will be applied. If a candidate offers 0% discount, he will receive 0 points, and the rest of the candidates will be ranked from highest to lowest discount commitment. On the other hand, points will also be awarded in the case of offering a longer warranty period.

If the company is selected to sign the framework contract, then a price list will be requested which will be included as an attached commitment to the contract (but, of course, the contractors can adapt or update the list of technical references during the 4 years of contract not only in prices, but also in technical variety of products under the subject of the contract). And the discount will be applied to that price list. And in the same way, we will be open to listening to the technical, design, etc. possibilities

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that are offered at any given time. This will be in the subsequent second competition phase for each purchase order.

2. We notice that this concerns a framework contract of 4 years, but no price revision is mentioned. Can this still be added?

The award criterion is set at the discount percentage on the catalogue. In practice, we often see that the gross prices are set very high, in order to grant a 'higher' discount percentage. It may be better to add an inventory and compare the prices 1 on 1, in order to guarantee equality between the bidders.

- 3 contractors are selected who may ultimately deliver.

Are they then put back into competition with every request for a quote? Do we then have to compete again and review our prices? While these are fixed in the specifications?

The revision of prices cannot be generalized with a mathematical formula (ratio, percentage, etc.) on the entire list of products that each bidder initially has, since many contractors work with different manufacturers, brands, design, etc. For this reason, the procedure is established as an multiframework contract, as an instrument for subsequent purchases that cannot currently be decided but will be made annually based on the budget and technical needs.

*However, of course, **the tenderer may annually adapt the prices on a unitary basis in the list of references**. Although the applicable discount will be made by the multiple committed in a fixed manner in the contract.*

The tender procedure now is only for selecting companies. But, in the second competition after the signature of contracts, every contractor will be asked for a quotation of prices in the moment when the school has a need.

However, keep in mind that, if from the second year a bidder were to inflate the prices considerably to play with the discount, this will not work in the case of competing with more bidders, since it will not be competitive to receive the purchase order. Or, if there is only one bidder per lot, the criterion of approving or not the final purchase by this contracting authority will always prevail, if it is considered that it is exorbitant in price.