



الوكالة الدولية للطاقة الذرية  
国际原子能机构  
International Atomic Energy Agency  
Agence internationale de l'énergie atomique  
Международное агентство по атомной энергии  
Organismo Internacional de Energía Atómica

## **ATTACHMENT 3 TO RFQ NO. 628139-2-RO - Blanket Purchase Agreement(s) for Digital Radiographic Mobile X-ray Systems including online training, and optionally onsite installation.**

### **SPECIAL INSTRUCTIONS TO BIDDERS FOR PREPARATION OF THE QUOTATION**

These Special Instructions apply in addition to the standard IAEA “General Instructions for Bidders”.

The Solicitation consists of the following parts:

1. Cover Letter;
2. General Instructions for Bidders;
3. Special Instructions to Bidders;
4. Offer submission checklist and Bidder’s Certification – to be completed;
5. Draft Blanket Purchase Agreement;
6. IAEA General Conditions of Contract;
7. Specifications
8. Supplier Registration Form – Bidders who are not yet registered with the IAEA and intend to submit a Quotation are required to register through the IAEA iSupplier portal (<https://suppliers.iaea.org>)<sup>1</sup>.

Supplier registration requests through the IAEA iSupplier portal are processed between Monday – Friday from 10:00 – 16:00hrs (CET Vienna, Austria). Registration can take up to 48 hours to process if all is correct and complete; the IAEA reserves the right to request clarification or additional information or documentation; only upon receipt of satisfactory information/documentation, at the sole discretion of the IAEA, will a request for registration be approved. Bidders should take this into account as part of the timeline for the submission of the Proposal.

Alternatively, if a Bidder is not able to register through the IAEA iSupplier portal, Bidders may submit the completed Supplier Registration Form (including a copy of the Certificate of Incorporation) as part of the Proposal.

UNITED NATIONS GLOBAL MARKET PLACE (UNGM): The IAEA makes its business opportunities available on the UNGM. In addition to registering with the IAEA, registration with

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<sup>1</sup> The IAEA iSupplier portal enables suppliers to register and perform certain self-service data maintenance, as well as respond to requests for proposals and other tenders. Suppliers can access live data, check the status of the solicitations that have been sent directly to them, submit offers in response to IAEA solicitations and, in the event of award, submit invoices and track payment status

UNGM enables vendors to keep abreast of upcoming tender notices and by subscribing to the UNGM Tender Alert Service, vendors can receive alerts on relevant business opportunities emailed directly to them. Suppliers not yet registered with the UNGM are encouraged to do so. More information on the registration process is available here: <https://www.ungm.org/Public/Pages/RegistrationProcess>.

## 2.1 SUBMISSION OF THE QUOTATION

Language: The Quotation shall be in the English language.

Length of the Quotation: The Quotation shall be precise and concise. Catalogues, marketing or commercial documentation should be avoided, unless necessary for the Quotation.

Content of the Quotation: The Quotation shall include the following separate documents:

- Technical Offer;
- Commercial Offer[and
- Copy of Commercial Offer without prices (all prices shall be deleted in this document)]
- Attachment 1: QUALIFICATION COMPLIANCE MATRIX
- Attachment 2: TECHNICAL COMPLIANCE MATRIX
- Attachment 3: COMMERCIAL OFFER Template

NOTE: The Technical Offer shall NOT include any pricing information.

Format and form of submission of the Quotation: The Quotation shall be submitted in electronic format preferably through the IAEA iSupplier portal<sup>2</sup> at <https://suppliers.iaea.org> (a navigation guide and training material can be found in the portal once the supplier is registered) or to the email specified in the Cover Letter for submission of the Quotation. Quotations shall not be sent either directly or indirectly (in copy or forwarded message) to any other IAEA e-mail or official.

For technical queries on the use of the iSupplier portal please contact [MTPS-Supplier.Contact-Point@iaea.org](mailto:MTPS-Supplier.Contact-Point@iaea.org) for assistance. Technical support is available between Monday – Friday from 10:00 – 16:00hrs (CET Vienna, Austria). Bidders should take this into account as part of the timeline for the submission of the Proposal.

When submitting the Quotation via email, the subject line of the e-mail(s) shall read:

**RFQ 628139-2-RO- Blanket Purchase Agreement(s) for Digital Radiographic Mobile X-ray Systems including online training, and optionally onsite installation**

If email submission in one single email is not possible due to technical or size constraints (e.g. attaching catalogues or files larger than 4 Mb), the Proposal can be split and submitted as several e-mail attachments or submitted through the IAEA iSupplier portal. Conversely, if the IAEA iSupplier portal is temporarily unavailable, Bidders may submit the Quotation via email. Bidders should contact the IAEA responsible contracting staff in a timely manner before the Closing Date and Time if they continue to have problems with the email submission.

**REMINDER: As per above instructions, the Proposal shall be sent to the email specified in the Cover Letter for submission of the Proposal. Proposals shall not be sent either directly or indirectly (in copy or forwarded message) to any other IAEA e-mail or official.**

Submissions via links to external servers such as through cloud storage services (iCloud, Dropbox, Google Drive, etc.) are **not** acceptable.

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<sup>2</sup> The IAEA will be phasing out e-mail submissions in the near future, therefore Bidders are encouraged to register and submit their Quotation through the IAEA iSupplier portal.

The Technical and Commercial Offers must be submitted in separate electronic files in the iSupplier portal or attached to the e-mail(s), each clearly named as indicated below. Bidders shall ensure that each document corresponds to the name of the file.

- “Technical Offer”
- “Commercial Offer”
- “Copy of Commercial Offer without prices”

Electronic files **not** allowed:

ace|adp|ani|app|asf|bas|bat|cab|chm|cmd|com|cpl|crt|dll|docm|dotm|exe|f  
xp|hlp|hta|inf|iqy|isp|jar|Jse|Lnk|mda|mdb|mde|mdt|mdw|mht|msc|msi|ms  
p|mst|pcd|pif|potm|ppam|ppsm|pptm|prf|prg|ps1|reg|scr|sct|shb|shs|sldm|  
url|vb|vbe|vbs|vxd|wsc|xls|xsm|executable files, ‘win’, ‘rar’ and ‘rtf’.

It is the Bidder’s own responsibility to ensure that the Quotation is received by the IAEA before the Closing Date and Time and submitted in accordance with these instructions and to check the integrity of each of the electronic files comprising the electronic submission e.g. to ensure that they are not corrupt and are virus free. The IAEA is unable to discover corrupted or unreadable files until the opening of the Quotation. Should the IAEA be unable to open or read the files, for any reason, the Quotation will be rejected.

Alternatively, the Quotation may be submitted by mail or courier or be hand delivered to the below physical address either in hardcopy **or** in hard drive(s) (e.g. USB stick or CD) containing the electronic files of the Quotation as per relevant instructions applicable to electronic submissions.

International Atomic Energy Agency  
Office of Procurement Services  
Vienna International Centre  
PO Box 100  
1400 Vienna, Austria

Quotations submitted by mail or courier or hand delivered shall be remitted in **two sealed envelopes**, as follows:

- Envelope 1 marked as “Technical Offer - [NAME OF THE BIDDER], RFQ NO. 628139-2-RO - Blanket Purchase Agreement(s) for Digital Radiographic Mobile X-ray Systems including online training, and optionally onsite installation” and containing the Technical Offer
- Envelope 2 marked as “Commercial Offer - [NAME OF THE BIDDER], RFQ NO. 628139-2-RO - Blanket Purchase Agreement(s) for Digital Radiographic Mobile X-ray Systems including online training, and optionally onsite installation” and containing the “Commercial Offer” and “Copy of Commercial Offer without prices”

The two sealed envelopes shall be submitted within one outer envelope marked as follows:

[NAME OF THE BIDDER]  
[ADDRESS OF THE BIDDER]  
Solicitation No.: NO. 628139-2-RO  
Solicitation title: Blanket Purchase Agreement(s) for Digital Radiographic Mobile X-ray Systems including online training, and optionally onsite installation  
Closing date and time: [Date and time as indicated in the Cover Letter]

Bidders shall submit the Quotation only once and through one single channel of submission. If a Bidder submits the Quotation through multiple channels (e.g. through the IAEA iSupplier portal and email, email and by hand, etc.), unless otherwise stated by the Bidder, the submission with the latest date and time of receipt by the IAEA will be considered valid for further consideration.

The IAEA will not be responsible for the consequences of the Bidder's failure to comply with any of the instructions for submission of the Quotation as per this Solicitation.

Requests for clarifications: Any communications/requests for clarifications related to this Solicitation shall be addressed by e-mail to the IAEA responsible contracting staff indicated in the Cover Letter. As a general rule, request for clarifications shall be submitted **at the latest one week before the Closing Date and Time**, to allow proper consideration.

## 2.2 CONTENT OF THE TECHNICAL OFFER

The Technical Offer shall include, but shall not be limited to, the following points by number and in the order shown:

1. The Quotation reference number and date.
2. The IAEA Supplier Number for IAEA registered suppliers or the completed Supplier Registration Form in the event that the Bidder is not an IAEA registered supplier and has not been able to register through the IAEA iSupplier portal.
3. A clear technical description of the equipment proposed. The equipment shall meet the IAEA requirements. The attached TECHNICAL COMPLIANCE MATRIX (Attachment 2) duly filled-in.
4. The name, address, and contact details for the nearest authorized service representative that will provide installation, warranty, maintenance, and after-sales support services (if applicable and if different from the contractor).
5. Confirmation that the Quotation includes, for each item of equipment provided:
  - a) Sets of manuals in the English language (or other language if specified above);
  - b) Essential accessories and supplies to allow immediate operation of equipment; and
  - c) Complete set of cables for interconnection of all electronic units.
6. Confirmation accepting the Warranty in accordance with IAEA General Conditions of Contract (all warranties will remain fully valid following any delivery of the goods and for a period of not less than one (1) year following acceptance of the goods by the IAEA in accordance with the Contract).
7. Dangerous Goods: UN reference numbers for all dangerous goods. If applicable, the Bidder shall indicate clearly in the Quotation any items that require refrigeration or expedited handling due to their perishable nature or use of short half time isotopes

## 2.3 CONTENT OF THE COMMERCIAL OFFER

**Currency:** All prices shall be defined in EURO.

Quotations submitted in other currency will be converted to EURO using the applicable United Nations operational rate of exchange (available under <http://treasury.un.org/operationalrates/Default.aspx>). The resulting EURO price will be used for the price comparison and for the award.

The Commercial Offer shall include, but shall not be limited to, the following information by number and in the order shown:

1. The Quotation reference number and date.
2. Full contact details for questions regarding the Quotation and those to be used in any resulting order or contract: Bidder's legal name, address, telephone number, fax number, e-mail address, and contact person(s).
3. Confirmation that the Quotation is valid for minimum ninety (90) days from the RFQ Closing Date, indicating the exact longer validity period or date.
4. Confirmation of acceptance of the IAEA Draft Contract forming part of this RFQ. This section shall further provide the Bidder's legal address, point of contact and the name and position of the legal representative that would sign the contract on behalf of the Bidder, in the event of award.
5. State that the Bidder will follow the United Nations Supplier Code of Conduct and any other ethical requirements as may be set forth in the IAEA solicitation and/or contractual documents, observing the highest standard of ethics at all times;
6. Country of origin of goods/equipment (if applicable).
7. The total price of the Quotation (excluding any taxes)

The attached COMMERCIAL OFFER Template (Attachment 3) duly filled-in.

The Quotation shall further provide (net of taxes) the price per each deliverable item, equipment and/or services and related quantities. The list of all item prices shall add up to the total price of the Quotation.

**Taxes:** All prices shall be net of any taxes. If any tax or fee might be applied, this shall be defined separately.

All prices shall not include any indirect taxes (value added tax (VAT), general sales tax, goods and services tax, etc.) and customs duties or fees. Any applicable taxes or fees shall be defined separately. *Note for suppliers located in the EU:* The IAEA is an international organization and, therefore, does not have a VAT or EORI number. The IAEA is exempted from VAT in the territory of the European Union (EU) in accordance with EU Directive 2006/112/EC, 151 (1) (b), as amended by EU Council Directive 2009/162/EU. *Note for Austrian suppliers:* The IAEA will pay the applicable VAT (MwSt).

**Delivery costs:** The prices shall exclude freight cost. Any freight cost, if applicable, shall be defined separately in the Quotation.

The IAEA has general agreement with global freight forwarding (GFF) contractors. In the event of award, the IAEA will authorize any of its GFF contractors to liaise directly with the supplier to coordinate all activities related to collecting and delivering the goods to the final destination. To this aim, the following information shall be provided in the Quotation:

- Pick up address or pickup place (supplier's warehouse or other location);
- Estimated Gross Weight (inclusive of packaging, dry ice etc. as applicable);
- Estimated Dimensions with package (length x width x height);
- Commodity type (general cargo, DGR PAX (dangerous goods passengers flights OK), DGR CAO (dangerous goods on cargo flights only);
- For radioactive or cold chain shipment, please indicate the exact shipping route and estimated transit time.

**Payment Terms:** As indicated in the attached Draft Blanket Purchase Agreement. The IAEA will not provide any advance payments or payments by letter of credit. The standard IAEA payment terms are by bank transfer net thirty (30) days after acceptance of the contractor's invoice.

NOTE: Invoices shall be submitted in electronic format, preferably<sup>3</sup> through the IAEA iSupplier portal at <https://suppliers.iaea.org> (a navigation guide and training material can be found in the portal once the supplier is registered) or to [accountspayable@iaea.org](mailto:accountspayable@iaea.org) the email specified in the Purchase Order/Contract.

8. Statement of any discount offered for early payment of invoices.
9. A statement attesting that the Bidder is offering the IAEA the most favoured customer status: "I certify that the pricing offered does not exceed selling prices to other customers for the same or substantially similar items and/or services for comparable quantities under similar terms and conditions".

## 2.4 EVALUATION AND SELECTION CRITERIA

Evaluation of the Quotations by the IAEA will be based on the following criteria.

### 2.4.1. Qualification requirements

Quotations from Bidders will be assessed to confirm compliance with the below mandatory qualification requirements:

1. Operation: The Bidder shall have at least five (5) years of operation in the relevant technical field (radiology and medical imaging) at the international level.
2. References: A minimum of five (5) satisfactory verifiable references evidencing successful delivery of similar equipment within the past five (5) years.
3. Delivery time proposed: Bidder to provide lead-time in weeks for an FCA supplier's warehouse readiness (maximum acceptable lead-time FCA supplier's warehouse readiness is 6 weeks).
4. Rotating stock: Provision of a rotating stock of minimum 3 mobile X-rays system available for immediate dispatch (confirm availability of rotating stock of minimum 3 mobile X-rays systems, confirm pricing was provided in commercial offer, confirm location where the rotating stock is stored)

[A clear description including proof of how the bidder meets the above qualification requirements must be provided including a duly filled in QUALIFICATION COMPLIANCE MATRIX \(Attachment 1\).](#)

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<sup>3</sup> The IAEA will be progressively phasing out e-mail submission of the invoices, therefore suppliers are encouraged to register and submit their invoices through the IAEA iSupplier portal.

#### **2.4.2. Technical Evaluation criteria:**

The offers from bidders which meet the above qualification requirements will be assessed for their overall compliance with the technical specifications on a pass/fail basis.

The below requirements will be assessed:

- Overall compliance with the Specifications

#### **2.4.3. Commercial Evaluation**

The offers of the technically compliant bidders will be evaluated from the commercial point of view as applicable.

In addition, an additional three (3) years of full maintenance services, and onsite installations will be considered as optional only but mandatory to be quoted by the bidders. Lastly, in this evaluation phase, the commercial acceptability, including financial capacity, as well as the acceptance of the IAEA's GCCs and Draft Blanket Purchase Agreement terms shall be assessed. Past performance records of the Agency will also be considered, where applicable.

#### **2.4.4. Selection Criteria**

The BPA(s) will be awarded to the bidder(s) submitting the lowest price technically compliant using the worst-case scenario as per below:

TOTAL cost over 7 years for 105 Xray Systems including costs of:

- Equipment +
- ONLINE training +
- Onsite maintenance services for 1 year as part of the warranty period +
- Cost of rotating stock over 7 years of minimum 3 Xray systems +
- Other costs (as deemed mandatory by the bidder)

#### **LIST OF ATTACHMENTS:**

- Attachment 1: QUALIFICATION COMPLIANCE MATRIX
- Attachment 2: TECHNICAL COMPLIANCE MATRIX
- Attachment 3: COMMERCIAL OFFER Template