



Request for Proposals (RfP) Marine Buoy/Mooring System with Sensors

IUCN ROWA, Marine and Coastal Zone Management Programme, EMaSE Project,

Issue Date: 08/07/2019

Closing Date and Time: 20/07/2019

IUCN Contact :

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PART 1 – INSTRUCTIONS TO PROPOSERS AND PROPOSAL CONDITIONS

1.1. About IUCN

IUCN is a membership union uniquely composed of both government and civil society organisations. It provides public, private and non-governmental organisations with the knowledge and tools that enable human progress, economic development and nature conservation to take place together.

Headquartered in Switzerland, IUCN Secretariat comprises around 950 staff in more than 50 countries.

Created in 1948, IUCN is now the world's largest and most diverse environmental network, harnessing the knowledge, resources and reach of more than 1,300 member organisations and some 10,000 experts. It is a leading provider of conservation data, assessments and analysis. Its broad membership enables IUCN to fill the role of incubator and trusted repository of best practices, tools and international standards.

IUCN provides a neutral space in which diverse stakeholders including governments, NGOs, scientists, businesses, local communities, indigenous peoples organisations and others can work together to forge and implement solutions to environmental challenges and achieve sustainable development.

Working with many partners and supporters, IUCN implements a large and diverse portfolio of conservation projects worldwide. Combining the latest science with the traditional knowledge of local communities, these projects work to reverse habitat loss, restore ecosystems and improve people's well-being.

www.iucn.org
<https://twitter.com/IUCN/>

1.2. Summary of the Requirement

IUCN invites you to submit a Proposal for the Marine Buoy/Mooring System with Sensors. The detailed description of the Requirement can be found in Part 2 of this RfP.

1.3. The procurement process

The following key dates apply to this RfP:

RfP Issue Date	July 08, 2019
RfP Closing Date and Time	July 20, 2019
Estimated Contract Award Date	August 1, 2019

1.4. Conditions

IUCN is not bound in any way to enter into any contractual or other arrangement with any Proposer as a result of issuing this RfP. IUCN is under no obligation to accept the lowest priced Proposal or any Proposal. IUCN reserves the right to terminate the procurement process at any time prior to contract award. By participating in this RfP, Proposers accept the conditions set out in this RfP.

Proposers must sign the "Proposer's Declaration" and include it in their Proposal.

1.5. Queries and questions during the RfP period

Proposers are to direct any queries and questions regarding the RfP to the above IUCN Contact. No other IUCN personnel are to be contacted in relation to this RfP.

Proposers may submit their queries no later than Sunday July 14, 2019, noon time.

As far as possible, IUCN will issue the responses to any questions, suitably anonymised, to all Proposers. If you consider the content of your question confidential, you must state this at the time the question is posed.

1.6. Amendments to RfP documents

IUCN may amend the RfP documents by issuing notices to that effect to all Proposers and may extend the RfP closing date and time if deemed appropriate.

1.7. Proposal lodgement methods and requirements

Proposers must submit their Proposal to IUCN no later than 11:30 am on Saturday July 20, 2019 by email to: ziad.samaha@iucn.org. The subject heading of the email shall be [RfP – Marine Buoy/Mooring System with Sensors - [Proposer Name]]. Electronic copies are to be submitted in PDF and native (e.g. MS Word) format. Proposers may submit multiple emails (suitably annotated – e.g. Email 1 of 3) if attached files are deemed too large to suit a single email transmission.

IMPORTANT: Submitted documents must be password-protected so that they cannot be opened and read before the submission deadline. Please use the same password for all submitted documents. After the deadline has passed and no later than 12:00 pm on Saturday July 20, 2019 please send the relevant password to the same email address as used for submitting your Proposal. This will ensure a secure bid submission and opening process. Please **DO NOT** email the password before the deadline for Proposal submission.

Proposals must be prepared in English and in the format stated in Part 3 of this RfP.

1.8. Late and Incomplete Proposals

Any Proposal received by IUCN later than the stipulated RfP closing date and time, and any Proposal that is incomplete, will not be considered. There will be no allowance made by IUCN for any delays in transmission of the Proposal from Proposer to IUCN.

1.9. Withdrawals and Changes to the Proposal

Proposals may be withdrawn or changed at any time prior to the RfP closing date and time by written notice to the IUCN contact. No changes or withdrawals will be accepted after the RfP closing date and time.

1.10. Validity of Proposals

Proposals submitted in response to this RfP are to remain valid for a period of 90 calendar days from the RfP closing date.

1.11. Evaluation of Proposals

The evaluation of Proposals shall be carried out exclusively with regards to the evaluation criteria and their relative weights specified in part 3 of this RfP.

PART 2 – THE REQUIREMENT

IUCN ROWA through the EMaSE Project funded by the Royal Norwegian Embassy in Lebanon, is seeking suppliers to provide two smart marine buoys/mooring buoys to be installed in offshore stations in Lebanon. These buoys will be used to monitor environmental trends in the context of climate change.

Objectives

- The device will be of a high-sensitivity, portable and capable of repeating high quality measurements over a long time, allowing permanent deployment at sea.
- The system will be used in different scenarios offshore Lebanon.

2.1. Minimum Requirements

The buoy/mooring system should have the following minimum requirements in terms of sensors:

- Meteorological sensor: to measure air temperature, wind speed, precipitation, atmospheric CO₂, etc.
- Water quality sensors: to measure seawater temperature, salinity, density, pH, dissolved oxygen, fluorescence/total algae, partial pressure of CO₂ (i.e. Turner C-sense™ in situ pCO₂ Sensor), etc.
- Physical sensors: to measure the wave height, tides, turbidity, etc.
- All the sensors should be connected to a data-logger.

Data Logger should meet or exceed the following specs:

- 16 true differential universal analog inputs for voltage, current or resistance measurements - Plus 2 high voltages, 4 pulse and 8 digital event/state inputs
- Analog inputs can be used with thermistors, thermocouples, 2, 3 or 4-wire RTD temperature sensors and 4 to 20 mA signals
- User selectable logging rates of up to 100 Hz on up to 4 Channels
- Download of internal data to removable MMC/SD (Multimedia card/Secure Digital) memory
- Large non-volatile internal memory - Data retention is virtually indefinite
- Ethernet, USB and RS-232 communication ports

Communication system

- Short distance: Wifi/Bluetooth
- Middle distance: 3G/4G

Power system

Get the energy from the environment by solar and wind harvesting systems, with built in batteries

Software platform/Mobile application

- Marine environmental monitoring
- Data view monitoring /Real-time data display
- Data analysis
- Notifications/Alerts
- Configuration parameters
- Power administration

Environmental considerations

- The depth of the stations will be around 50 m.
- The sea status vary from swells, with no waves, to big waves (during harsh winters).
- The tide's height is around 0.3 m, and the wind speed could reach up to 30 km/h during harsh weather conditions.

Timeliness of Delivery:

- Delivery is desired as soon as possible after receipt of an order. Kindly state in the bidding document when delivery can be made. Timeliness of delivery may be used in evaluation for bid award.
- Once awarded, failure to meet this delivery date may result in cancellation of order. IUCN reserves the right to contract with a second Contractor to receive the items per delivery requests.

Acceptance and Testing (Post Award)

- Acceptance testing will occur within 10 working days after the items have been delivered. Acceptance testing will be performed by IUCN and will consist of verification of the specifications and performance requirements.
- If the items do not meet specification or performance requirements, the Contractor will have 20 working days to meet requirements. If after this time period the items still do not meet specifications or performance requirements, the Contractor agrees to remove the item and return any payments that may have been made.
- IUCN Contact, or his/her designee, is the only authorized person who can sign an acceptance form. The warranty period will begin following the successful acceptance testing.

2.2. Optional Features

Data Logger

- 32 single-ended universal analog inputs for voltage, current or resistance measurements - Plus 2 high voltages, 4 pulse and 8 digital event/state inputs
- Ethernet, Wi-Fi (On the OM-SQ2040-2F16-WIFI and OM-SQ2040-4F16-WIFI) USB and RS-232 communication ports
- Easy access to information LCD screen
- Sensor power and FET alarm outputs for use with external devices
- Calculated channels derived from real channels using advanced mathematical functions

Communication system

- Long distance: Satellite

Product features

- Easy to find buoys during the night, in case of an accidental detachment from the mooring anchor.
- Reliable and safe connections and bolts for all weather.

Power system

Batteries bank to store-harvested energy with a high capacity and endurance.

Software platform/Mobile application

- Buoy tracker (in case of any accidental issue)
- Buoy management
- Health and condition of each sensor

Product features

- Low maintenance costs.
- Long operational life time (mainly for the data-logger).

PART 3 – THE EVALUATION MODEL

Technical proposal (70%)

- Proven experience in producing and/or retailing similar units, providing a list of previously installed units in coastal and marine areas (10 marks)
- Product guarantee (10 marks)
- Fulfilment of the details the specifications of the items requested. For more details about the features, please cf. Part 2 – The requirements (50 marks)

Any Proposal that does not meet the minimum technical requirements (see Part 2.1) will not be considered further.

Financial proposal (30%)

- To be computed as a ratio of the proposal's offer to the lowest price among the compliant proposals received by IUCN.

PART 4 – INFORMATION TO BE PROVIDED BY PROPOSERS

By participating in this RfP, Proposers are indicating their acceptance to be bound by the conditions set out in this RfP.

This part details all the information Proposers are required to provide to IUCN. Submitted information will be used in the evaluation of Proposals. Proposers are discouraged from sending additional information, such as sales brochures, that are not specifically requested.

Each of the following must be submitted as a separate document, and will be evaluated separately.

5.1. Declaration

Please read and sign the Declaration in **Annex 1** and include this in your proposal.

5.2. Technical information/Service Proposal

The Proposer's Proposal must detail the specifications of the items requested. For more details about the features, please cf. Part 2 – The requirements.

The Proposal must also include details of all relevant product guarantees and details of proven experience in producing and/or retailing similar units, providing a list of previously installed units in coastal and marine areas.

5.3. Pricing information

Prices include all costs

Submitted rates and prices are deemed to include all costs, insurances, taxes, fees, expenses, liabilities, obligations, risk and other things necessary for the performance of the Requirement. Any charge not stated in the Proposal as being additional, will not be allowed as a charge against any transaction under any resultant Contract.

Applicable Goods and Services Taxes

Proposal rates and prices shall be exclusive of Value Added Tax.

Currency of proposed rates and prices

All rates and prices submitted by Proposers shall be in US Dollars.

Rates and Prices

This section must detail all the costs required for the IUCN to consider the Proposal.

Export/Transportation prices

All deliveries shall be FOB Destination. Delivery charges and risk of loss shall be borne by the Contractor.

Delivery will be made by sea transport under F.O.B Destination and insured by Contractor, with unloading to be performed by the Contractor and units transported to the ground floor of IUCN Lebanon Project Office in Beirut. Bid prices must include all packing, freight, insurance charges and installation/operation manuals, excluding any import/export costs.

Indicate on the Proposal the Country of Origin and Shipping Point.

Failure to bid FOB DESTINATION delivery charges and risk of loss borne by the Contractor in bid price or discount may disqualify your bid.

PART 5 – PROPOSED CONTRACT

By participating in this RfP, Proposers are invited to share their company specific contract terms. IUCN holds the right to include the requirements in the final contract.

Payment Terms

Under no circumstances will IUCN pay more than 50% prior to acceptance of items.

PART 6 – DEFINITIONS

For the purpose of this Request for Proposal (RfP) the following definitions apply:

Contract	Any contract or other legal commitment that results from this Request for Proposals.
Contractor	Entity that forms a Contract with IUCN for provision of the Requirement.
Instructions	Instructions and conditions set out in Part 1 of this Request for Proposals.
IUCN	IUCN, International Union for Conservation of Nature and Natural Resources.
IUCN Contact	The person IUCN has nominated to be used exclusively for contact regarding this Request for Proposals and the Contract.
Proposal	Written offer submitted in response to this Request for Proposals.
Proposer	Entity that submits, or is invited to submit, a Proposal in response to this Request for Proposals.
Requirement	Supply to be made by the Contractor to IUCN in accordance with Part 2 of the RfP.
RfP	Request for Proposals

Annex 1

PROPOSER'S DECLARATION

Contract for the provision of Marine Buoy/Mooring System with Sensors

1 ORGANISATIONAL INFORMATION

Name/registered name:	
Legal Status	
Current trading name (if different):	
Registered number:	
Year of registration:	
Country of registration:	
Registered address:	
Telephone:	
Fax:	
E-mail:	
Web-site:	

2 CONTACT POINT FOR THIS TENDER

Name:	
Position:	
Telephone Number:	
Email Address:	
Address:	

3 HOLDING OR PARENT COMPANY (if applicable)

Name/registered name:	
Previous names / registered names (if different):	

Current trading name:	
Previous trading names (if different):	
Registered number:	
Year of registration:	
Country of registration:	
Address / registered address:	

4 REFERENCES

Please provide, in the table below, the reference information of at least three (3) projects, which are of a similar nature to that which will arise from this tender. The information must include:

- Client name, location, and date of execution;
- Description of project and specifically the work done in the project by you / your company;
- The approximate contract value;
- Contact details for checking references (you must provide the name, title, email address and telephone numbers of someone who can be contacted to confirm the references provided).

Proposers are reminded that the references provided may be checked and the outcome of their feedback taken in consideration during the technical evaluation. Proposers must ensure that the provided contact details of the proposed referees are complete, detailed and updated.

	Client Name, Location, and Date of Execution	Description of the Project and the Work performed	Contract Value (Currency)	Contact Details for Reference Check
1				
2				
3				

5 STATEMENT

I, the undersigned, being the authorised representative of the above Proposer, hereby declare that the Proposer has examined and accepts without reserve or restriction the entire content of the Request for Proposals (RfP) for the goods/services referred to above.

I confirm that:

- The Proposer is registered on the relevant professional or trade register of the State in which it is established;
- The Proposer is in full compliance with its obligations relating to the payment of social security contributions and the payment of taxes in accordance with the legal provisions of the country in which it is established, with those of Switzerland and those of the country where the Contract is to be performed;

and that none of the following **Exclusion Criteria** apply to the above Proposer or persons having powers of representation, decision-making or control over it:

- has a conflict of interest in connection with the Contract; (A conflict of interest could arise in particular as a result of economic interests, family or emotional ties, or any other relevant connection or shared interest.)
- has been convicted of failing to comply with environmental regulatory requirements or other legal requirements relating to sustainability and environmental protection;
- is bankrupt or being wound up, is having their affairs administered by the courts, has entered into an arrangement with creditors, has suspended business activities, is the subject of proceedings concerning those matters, or is in any analogous situation arising from a similar procedure provided for in national legislation or regulations;
- has been convicted of an offence concerning their professional conduct by a judgment of a competent authority which has the force of res judicata;
- has been guilty of grave professional misconduct;

- has been the subject of a judgment which has the force of res judicata for fraud, corruption, involvement in a criminal organisation, money laundering or any other illegal activity.

I acknowledge on behalf of the Proposer that:

- it is unacceptable to give or offer any gift or consideration to an employee of IUCN as a reward or inducement in relation to the awarding of a contract and that such action will give IUCN the right to exclude a Proposer from the procurement process;
- any direct or indirect canvassing by a Proposer or their appointed advisers in relation to this procurement or any attempt to obtain information from any of the employees or agents of IUCN concerning another Proposer may result in disqualification; and
- any price fixing or collusion with other legal entities in relation to this RfP shall give IUCN the right to exclude the Proposer(s) from the procurement process and may constitute an offence.

I fully recognise and accept that any inaccurate or incomplete information provided in the Proposal may result in its exclusion from this RfP and other future contracts with IUCN.

The Proposer will inform IUCN immediately if there is any change in the above circumstances at any stage during the tender procedure or during the implementation of any resulting Contract.

The Proposer offers to provide the goods/services requested in the RfP on the basis of the following documents, which are submitted as password-protected electronic documents as detailed in section 1.7. [amend as appropriate]:

- Proposer's Declaration (this document)
- Technical Proposal
- Financial Proposal

This Proposal is subject to acceptance within the validity period stipulated in the RfP (section 1.10).

<Date and Signature of authorised representative of the Proposer>

< Name and position of authorised representative o