

Piraeus 10/4/2024

INVITATION FOR SUBMITTING OFFERS

Piraeus Port Authority S.A. is interested in proceeding to a 2-year contract with a fixed cost per connection and option for annual renewal for three (3) more years after negotiations with the contractor, regarding the Corporate Mobile Telephony Program Services and Mobile Internet Connections.

Award criterion shall be the **total lowest price**, provided that all relevant requested terms and conditions are met.

Interested parties which are authorized mobile telephony providers are invited to submit their offer (alternative/second offers are excluded) until **23th of April 2024 at 15:00**, by email to the following email address: offerssubmission@olp.gr.

Offer submission will be completely electronically through email as follows:

1. Each offer should consist of two (2) individual folders: **a.** the technical offer including any participating documentation needed according to tender terms and **b.** the financial offer which should be protected with separate/different passwords. The passwords will be sent to PPA separately at each evaluation stage of the tender to a specific e-mail which will be notified by the PPA to all participants.

The offers' files **only** (not the passwords) should be sent directly to Procurement Department by the candidates at the following e-mail: offerssubmission@olp.gr. before the tender's expiry deadline with the indication: *"Provision of services regarding the Corporate mobile telephony and corporate mobile internet connections"*. The maximum acceptable size of each electronic offer should be 5-7 Mbytes, while the acceptable type of offers' compression is .zip (not .rar).

2. On the date and time of each evaluation stage (i.e. participating documentation – if applicable, technical evaluation, financial evaluation), the requested passwords **only** (different password for each stage) should be sent to the group email which will be notified by the PPA to all participants in due time with the indication: *"Provision of services regarding the Corporate mobile telephony and corporate mobile internet connections"*.

3. Within the technical offer the following must be included:

- Full business profile (i.e. company profile presentation, company organization, size & capabilities, offered products, customers, previous collaborations etc.)
- Recent Economic Data proving financial adequacy (i.e. tax certificate, published financial statements etc.),
- Description of offered services, corresponding services' data sheets, prospectus etc.
- Relevant compliance (of the Candidate) with quality standards can be included.

Candidates also have to read carefully the attached Technical Description file in which the provisions of the desired tariff plan are listed and the relevant tariff plan must be completed by the interested parties and to be included in the technical offer' file.

Interested Parties may receive additional information or clarifications in relation to this Invitation for Submitting Offers, until (3) three days included, prior to the expiry of the time limit for offers submission, by submitting questions in writing to the Procurement Dpt via e-mail at procurement@olp.gr.

For PPA S.A.
DCEO

Panagiotis Tsonis

Attached:

- Technical Description & Terms
- Financial Summary template

Technical Description and terms

Subject: “Corporate Mobile Telephony Program Services and Mobile Internet Connections Agreement”

IT & BPS DEPARTMENT

Piraeus, April 2024

1 TECHNICAL ANALYSIS

PPA is interested in signing a 2-year contract for mobile phone and mobile data services with a fixed cost per connection and option for annual renewal for three (3) more years after negotiations with the contractor.

The agreement should at least provide the following benefits which fully satisfies the needs of PPA for mobile voice and data.

The provisions of the desired tariff plan are listed below and must be completed by the interested parties:

Tariff plan		Business Unlimited	Participant Response
Talk time	to national mobiles	Unlimited	
	to national fixed		
	to international fixed & mobile in EU	Unlimited	
	to international fixed & mobile	≥ 500'	
SMS to all national networks		Unlimited	
Mobile Internet in Greece		Unlimited	
Mobile Internet for EU roaming			
Tariff plan usage while roaming in European Union		Free	
Internet sharing. Capability to share the MB of the mobile telephony program in Smartphone, Tablet or Laptop using an additional SIM card.		YES	
Free in-company calls using extension numbers		YES	
sending invoices in electronic form		YES	
Mobile security features		YES	
Backup solution in case of failure in primary mobile phone network		YES	
Free calls from landlines to mobiles and vice versa using 4-digit or 5-digit numbers. Landline sip trunk service for buildings K6 and K8 for supporting at least 60 concurrent calls.		YES	
Ability to use the provisions of the tariff plan outside of the region where free roaming is applied for voice and data usage, using a fixed predefined daily cost. (for all countries)		YES	
A subsidy of 225€ plus VAT should be provided for the activation of all existing mobile phone connections or any new connections or their annual renewal. The subsidy corresponds to the retention of the line in provider's network for one (1) year. PPA is entitled to use the subsidies in total or in part of, for the acquisition of devices and have any remaining amount at 100% returned by a credit invoice at the end of the contract. In case of a mobile connection termination before the expiration of the 1-year validity period, the unamortized amount of the subsidy will be subtracted from the total amount. Further details will be agreed at the signing of the contract.		YES	

Free SIM cards will be provided for all existing or new connections.	YES	
Free WiFi USB sticks and sim cards will be provided for all existing or new data connections	YES	
24/7/365 customer support for all issues	YES	
In case of poor reception at PPA's area, contractor is obliged to take any actions needed for the resolution of the issue like signal booster installation etc	YES	
In case of poor reception at any PPA user's permanent residence, PPA has the right to terminate the specific connection. In case PPA has received an active subsidy for this connection, the unamortized amount will be returned to contractor.	YES	
The cost per mobile phone and mobile data connection should be clearly mentioned in candidate's offer and it will be fixed for all existing and new connections.	YES	
A catalogue of mobiles and other telecommunication equipment will be included in the bidder's technical offer mentioning their current list prices and the fixed discount that will be provided to PPA. For new mobile devices order Next Business Day delivery availability.	YES	
Agreed cost of optional data-only plans shall be mentioned in bidder's financial offer.	YES	
It should be stated if the monthly fee includes VAT 24% and mobile services tax of 10%.	YES	

The following table summarizes the number¹ of active mobile voice and data connections.

Description	Connections		Total Connections	Participant Response
	Corporate	Split-Bill		
Unlimited Ultra tariff plan	66	99	165	
Internet sharing (DATA)	37	47	84	

¹ The number of connections is not fixed because during the contract connections are deleted due to departures or connections are added due to new needs.

FINANCIAL SUMMARY TABLE					
	Number of connections	Monthly cost per connection	Cost per year	Total Cost for 2 years	Yearly subsidy per connection
Unlimited Ultra tariff plan	165				
Internet sharing (DATA)	84				
Total					
Optional Data-only plans					
2GB					
5GB					
10GB					
20GB					
40GB					
100GB					

500GB					
GENERAL TERMS AND CONDITIONS					
<p>1. VALIDITY OF OFFERS: The Offers are valid and bind the interested parties for ninety (90) calendar days from the day following the competition. The validity of the offer is compulsorily extended, if requested by PPA SA before its expiry, for a maximum period of time equal to thirty (30) days. An offer that sets a shorter validity period than the one mentioned above is rejected as unacceptable.</p>					
<p>2. The price of the offer includes any third-party deductions as well as any other charges except VAT and fees.(TEAH)</p>					
<p>3. The contractor's payment will be made in installments (per invoice) and within two (2) months from the date of issuance of the relevant monthly invoice and receipt of the services provided</p>					
<p>4. The competition is completed with the issuance of the award decision by the competent body of PPA AE. After the award of the contract, the Contractor must:a) Send written acceptance of the award within three days via email and b) to sign the Contract. The awarded contractor shall have to submit a Performance Guarantee. The performance guarantee will be issued by a financial institution in favor of PPA SA for an amount equal to 10% of the total amount of the contract without VAT valid until two (2) months after the end of the two-year contract .</p>					

THE OFFERER

[Name and Title of Signatory]:

[Name of Firm]

DATE

GOOD PERFORMANCE GUARANTEE LETTER TEMPLATE

Piraeus Port Authority S.A. (PPA S.A.)

10, Akti Miaouli

185 38, Piraeus Greece

Date:

Dear Sirs,

1. Herewith we guarantee, irrevocably and unconditionally, waiving the right to divide and to require the debtor to pay first, in favor of Piraeus Port Authority S.A. Akti Miaouli 10, 18538 Piraeus, Greece and up to the amount of euro [.....] for the good performance of the contract with [...company name....], [...company address..], concerning the tender procedure initiated on [...date..], as subsequently amended accordingly of Piraeus Port Authority S.A. Akti Miaouli 10, 18538 Piraeus, Greece, with the subject: **"CALL FOR TENDER for the Corporate Mobile Telephony Program Services and Mobile Internet Connections of PPA S.A."**, of total value euro [.....], in accordance with the number [...] purchase order of yours dated [.....].

2. The above amount of guarantee is held at your disposal which we are obliged to pay to you in whole or in part without any rejection or objection on our behalf and without considering the merits of your claim within three (3) days upon your written notice.

3. For the purpose of identification your written demand for payment and all other correspondence has to be presented to us in full by authenticated swift message to our swift address [.....] through the intermediary of a bank. Within the validity period of this guarantee, confirming that your original demand for payment or any other correspondence has been sent to us by registered mail or special courier and that the signatures appearing thereon are authentic and legally binding upon your company. Your written demand or other correspondence by registered mail of special courier shall be accompanied by a cover letter issued by the intermediary bank confirming that the signatures appearing on the beneficiary's attached document are authentic and legally binding upon your company. Your written demand and all other correspondence shall be issued in English language. For the avoidance of doubt, your demand for payment or any other correspondence shall be deemed to have lodged on the date on which your demand for payment or any other correspondence sent via registered mail of special courier is in our possession at our counters in [.....]

4. This letter of guarantee shall be of indefinite duration and shall remain in full force until after the fulfilment and implementation of all contractual obligations of the project and in any case shall remain in full force and effect until the earlier of: (a) the date on which all amounts available hereunder have been fully and actually drawn and paid to you; (b) upon receipt of your confirmation in writing or by authenticated SWIFT to the effect that you finally and irrevocably release us from any obligations hereunder.

Upon return, we shall be automatically released and discharged from all our liabilities under this guarantee this guarantee is returned to us from cancellation or not.

5. This guarantee is personal to you and is neither assignable nor transferable.

6. If the guarantee is forfeited, the amount of the forfeiture is subject to the applicable stamp duty.

7. This guarantee is governed by Greek law and it is subject to the exclusive jurisdiction of the courts of Piraeus, Greece.

Respectfully,

For [Eligible Bank]

[Authorized Signatures]