



MPA-2015, AV (SUPPORTING VESSEL) CLASS MARITIME RESCUE VESSELS

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APPENDICES

1. Initial acquisition schedule 14.4.2015

2. ROLES OF PARTIES AND THE PROJECT

Customer 1:

Finnish Lifeboat Institution (below FLI)
Kallioliinantie 4
FI-00140 Helsinki, Finland
Business ID 0202217-4
<http://www.meripelastus.fi>

Contact person
Lasse Kämäräinen
tel. +358 40 5031110
e-mail lasse.kamarainen@meripelastus.fi

FLI is the entity that realises the project and tendering process and orders the vessels.

Customer 2:

Ålands Sjöräddningssällskap r.f. (below ÅSRS)
Fiskehamnsvägen 22
AX-22100 Mariehamn, Åland
Business ID 0280711-5
<http://www.sjoraddningen.ax/>

Contact person
Lars Gottberg
tel. +358 40 75244536
e-mail larsg@sar.ax

ÅSRS participates in the tendering process, realisation of the project and design of the vessels. ÅSRS may order vessels as acquisition plans become clearer as the project progresses.

Candidate

A vessel manufacturer or other supplier who fulfils the conditions of the tendering process, and who has delivered a participation application based on the acquisition notice.

Provider

Vessel manufacturer or supplier chosen based on participation applications; preliminary invitations to tender are sent to providers. Providers are chosen for further stages based on the preliminary tendering process, participate in the tendering process and can deliver a final offer.

Supplier

The provider who wins the tendering process.

Acquisition is realised as a joint project of two separate customers. The project will be realised with a unified tendering process, and one acquisition contract will be made of the acquisition. The acquisition contract will contain one so called 1st vessel of the series, and the possibility for both customers to order optional vessels. Both customers order optional vessels separately according to their acquisition plans and acquisition decisions that are confirmed separately or during the contract period.

3. TARGET OF ACQUISITION

3.1. Background and purpose of acquisition

The acquisition contains the design and production of an AV class vessel that is in accordance with FLI's vessel classifications.

The purpose of the acquisition is to create the AV class vessels that are already in FLI's acquisition plan and those that will be updated in the acquisition plan during the acquisition contract period.

The acquisition also gives ÅRSRS the opportunity to join as a customer for AV class vessels during the acquisition contract period.

3.2. Target of acquisition

The acquisition concerns an AV class vessel (supporting vessel). It is an undecked boat with approximately 4.5 m pontoons and outboard motor whose hull, pontoons and deck are made of polyethylene.

The vessel's exact technical requirements and performance requirements have been specified in the performance requirement specification attached to the acquisition notice.

3.3. Extent of acquisition

The acquisition contract will contain the commission of one AV class vessel, and an option to order optional vessels later on.

FLI's confirmed acquisition program for 2015-2016 contains the decision to acquire five (5) vessels as optional vessels based on the acquisition contract. The five-year acquisition plan will be confirmed in April in 2015, but an initial estimation of the total amount of vessels during the acquisition contract period is approx. 10 vessels.

ÅRSRS does not yet have confirmed plans on the acquisition of AV class vessels. However, the acquisition contract reserves the possibility for ÅRSRS to order vessels during the contract period.

The customers decide on ordering optional vessels with a separate decision and option orders. The acquisition contract will provide for the ordering of optional vessels and a schedule for this process. The purpose is to observe the supplier's resource reserves and realisation possibilities (details will be handled in acquisition negotiations).

3.4. Planned contract period

The acquisition contract will be temporary and in effect for five (5) years. The acquisition contract will come into effect and the contract period will begin at the time of signing the contract.

4. ACQUISITION PROCEDURE

4.1. Acquisition procedure

The acquisition will follow competitive dialogue. The value of the acquisition exceeds the EU threshold when taken into account the value of optional vessels.

The acquisition procedure has been chosen based on that the customer will not finalise the commercial conditions or specific technical realisation ways of the acquisition beforehand, since the goal is to reach the best possible result together with the chosen provider. The goal of the procedure is especially to receive new and innovative solutions from providers for vessels' technical solutions and to reach a sensible level of costs, and to allow solutions that the customers may not have taken into account beforehand. The procedure also ensures that the providers have understood the customer's needs and the purpose of the acquired product.

4.2. Realisation of acquisition

Participation applications are accepted from providers who fulfil the requirements posed to candidates and who offer a product that is in accordance with this project description and with the technical performance requirement specifications in the acquisition notification material.

Five (5) providers will be chosen from the suppliers who have delivered a participation application and who fulfil the requirements posed to candidates. The customer will give them a preliminary invitation to tender. The chosen providers will supply a preliminary tender or several alternative tenders on products that fulfil the requirements in accordance with the technical performance specifications.

Based on these preliminary tenders, the customers will choose three (3) providers with whom the acquisition procedure will be continued through negotiations.

Based on the negotiations, the customers will decide together on the final determination of the target of the acquisition and the provisions of the acquisition. The customers will formulate the final invitation to tender material after the negotiations are over. Based on the negotiations, the invitations to tender may differ from each other in detail, if the suppliers have presented different solutions in their preliminary tenders and negotiations that have been approved by the customers. The three (3) suppliers chosen for negotiations may deliver a tender based on these invitations to tender. The winning provider will be chosen as the supplier.

4.3. Choice of providers

Participation applications must be delivered by using the participation form in the acquisition documents.

Five (5) providers will be chosen for further stages from the candidates who have delivered an appropriate application and who fulfil suitability requirements. The choice is made based on the following grounds:

1. References provided by candidates on supplied projects similar to this acquisition (taking into account subcontracting if applicable). The equivalence of presented references and the realisation of the acquisition are compared.
2. Candidates' valid quality certificates (primarily ISO 9001 or another quality system proved to be equivalent by the candidate, secondarily other quality certificates in the field).
3. Candidates' valid environment certificates (ISO 14001 or another environment system proved to be equivalent by the candidate, have/ do not have).

Grounds of evaluation have been reported in order of significance.

4.4. Bases of choice and comparison of tenders

Total economical affordability is used as grounds for choice and comparison in the preliminary and final invitations to tender. The rating system of offer comparison follows the following grounds:

1. The total price of the vessel series specified in the invitation to tender, including the costs to customers caused by guidance, monitoring and reception of design
2. The suitability of the vessel and its hull suggested by the provider to the needs of the customer. The evaluation contains assessments on produced vessels and their hulls as well as their reported performance based on tender material or other material available, and the experiences of previous customers given as reference.
3. The functionality of the vessel presented by the provider, assessed based on the general arrangement drawings (GA) provided with the tender. The vessels' deck and control cabin solutions will be evaluated on their functionality for space and realisation solutions, and based on the maritime rescue tasks performed by the customers.
4. Comparison of performance estimations by the provider. For the technical performance specification of the preliminary invitation to tender and the final invitation to tender, the comparison focuses on meeting the minimum requirements/ tolerance specified in the technical specifications. (N.B. that although the given values will be attached as contract goals, the minimum requirements will have to be met, and the customer may consider how realistic performance estimations are.)

Small changes may be made in the invitations to tender on the grounds for comparison reported in order of significance. Also final priority orders will be specified in the invitations to tender.

If a provider delivers alternative tenders on vessels realised with different technical solutions, each alternative will be compared as a separate tender.

5. CLOSER DESCRIPTION ON THE REALISATION OF THE ACQUISITION AND GOAL SCHEDULE

Attached is the closer description on the realisation of the acquisition procedure and acquisition and scheduling.

Attached is the planned realisation schedule (appendix 1). The customer reserves the right to change the planned schedule as necessary.

5.1. Choice of providers for negotiation procedure

The acquisition announcement will be sent through the HILMA channel on 15.4.2015, and after this date FLI will accept participation applications. The deadline for participation applications is 18.5.2015 at 12:00 pm.

Participation applications will be sent to the address:

Suomen Meripelastusseura
Lasse Kämäräinen
Kallioliinantie 4
FI-00140 HELSINKI, FINLAND

The participation applications will be delivered **in sealed envelopes**, and the following text will be included on the envelope "**PARTICIPATION APPLICATION, MPA-2015 AV [and provider's company name]**".

The customers will deal with participation applications together. If more than five (5) candidates send applications, the applications will be rated according to section 4.3.

The requirements posed to candidates have been posed in the participation application form.

It should be noted that the acquisition unit is bound to leave out all candidates who do not fulfil all requirements, and applications that have not been filled according to instructions or applications that do not have all the necessary information.

5.2. Preliminary invitation to tender

FLI sends a preliminary invitation to tender to the chosen five (5) providers. Invitations to tender will be sent to the providers electronically.

Based on the preliminary tenders, the customers will choose three (3) providers with whom the acquisition procedure will be carried on to negotiations.

Preliminary tenders will be based on the technical performance specifications attached to the acquisition announcement.

Already in the preliminary tender, the supplier should mention any technical or commercial suggestions that they think will improve their competitive position (see section 4.1)

If a candidate attaches any document to their participation announcement that they wish to remain confidential based on trade secrecy, they have to be delivered as separate

attachments marked clearly as "**CONFIDENTIAL**". However, the customer will accept as confidential only such matters that can be classified as trade secrets. General arrangement drawings (GA) on the offered vessel cannot be confidential.

5.3. Schedule for preliminary tender

After the invitation to tender is sent, there are two (2) weeks to send the preliminary tenders. The tight schedule should be taken into account during candidate consideration, and prospective providers should prepare beforehand to give the preliminary tender.

The tenders will be delivered according to the instructions in the invitation to tender, and the deadline for tenders will be the date and time specified in the invitation to tender.

5.4. Negotiation invitation

The customer strives to handle preliminary tenders as quickly as possible, and to invite chosen providers to negotiations within a week after the deadline for preliminary tenders. Negotiation invitations will be sent at the same time electronically to invited providers.

A separate notification and proof of application will be sent to those candidates who sent participation announcements and those providers who are not chosen for negotiations. An appeal period of 14 days starts from when the notification is sent.

5.5. Negotiations with providers

At least one negotiation will be had with each chosen provider. If necessary, more negotiations can be arranged if something is left unclear for the provider or the customers. Further negotiations can also be carried out by phone and e-mail while taking into account equal treatment of providers.

Negotiations can concern the acquisition and contract terms, payment terms, delivery times and other conditions of the invitation to tender, and the realisation and technical specifications of the offered vessel. It is in the customers' interest to get new ideas that they have not been able to take into account for creating a successful product for the purposes of the customers. It is also in the customers' interest to negotiate the technical specifications with keeping in mind that the final invitation to tender does not include realisation solutions that create superfluous costs that could have been avoided. It is in everyone's interest that the provider understands the customer's needs and thoughts on the offered vessel during the negotiations.

About two (2) weeks are reserved for negotiations from the time negotiation invitations are sent out. Negotiation times are agreed upon separately with each provider.

Negotiations will be conducted in Finnish, or English if necessary.

Negotiations will be confidential, and providers will not share the conversations and ideas from the negotiations with the other providers they are negotiating with. To ensure the equal treatment of providers, information relevant to tenders will be shared with all providers.

FLI will make a memo of each negotiation that will also be shared with the provider that participated in the negotiation. Matters discussed in the negotiation and marked in the memo do not bind the customer when making the final invitation to tender.

After the negotiations are over, the customers will make the final invitation to tender and the technical specifications of the vessel based on the negotiations. Customers will decide for themselves which suggestions and solutions presented by the providers they will use in the invitation to tender and its attachments. It should be noted that the invitations to tender may differ from each other in detail for each provider if the providers have presented significant matters in their preliminary tenders and negotiations that the customers deem to be realisable.

5.6. Final invitation to tender

The customers strive to draft the materials for final invitations to tender within approx. two (2) weeks of the end of the negotiations.

Materials for the invitations to tender will be in Finnish. If foreign providers are participating in negotiations, the materials that concern them will be made in English, too.

Invitations to tender will be given simultaneously to all providers that participated in the negotiations. Invitations to tender will be sent to the providers electronically.

5.7. Schedule for final tender

After the invitation to tender is sent, there are two (2) weeks to send the final tenders.

The tenders will be delivered according to the instructions in the invitation to tender, and the deadline for tenders will be the date and time specified in the invitation to tender.

5.8. Acquisition decision

Customers will go through the received tenders and make a tender comparison. The provider will be chosen according to the tender comparison rating system. The acquisition contract will be made by signing a separate contract.

FLI will send the chosen provider as well as the other providers the acquisition decision in writing electronically. The acquisition decision will contain information on the grounds for the tender comparison, and the proof of application.

An appeal period of 14 days starts from when the proof of application is given.

5.9. Signing the acquisition contract

The customers will draft an invitation to tender and an acquisition contract based on the chosen supplier. The acquisition contract will be made and signed only in Finnish.

If the chosen supplier is a foreign operator, translating the contract is the supplier's responsibility.

The acquisition contract can only be signed after 21 days (statutory waiting period) from publishing the acquisition decision.

5.10. Starting the acquisition contract period

The contract period starts when the acquisition contract is signed.

5.11. Order of first vessel

With the acquisition contract, FLI will order one so called first vessel of the series. The vessel will be manufactured in accordance with the acquisition contract and according to the schedule in the contract (goal schedule, appendix 1).

The vessel will be manufactured within the schedule in the acquisition contract so that the vessel is completely finished. Before accepting the vessel, the customers will perform their own joint test drive and testing program in the manner and schedule specified in the contract.

After this test phase, corrections will be made to the 1st boat if something is not in accordance with the acquisition contract, and if necessary, additional changes will be made if the customers deem them necessary. Only after this the vessel will be received and it transfers to FLI's possession.

If it is found that the vessel does not fulfil all the contract requirements, and the supplier cannot make the vessel meet the acquisition contract requirements in the specified schedule, the contract will be annulled and the acquisition will be discontinued.

5.12. Ordering optional vessels

If the so called first vessel fulfils all contract requirements and other goals set for the acquisition by the customers, the customers will make a separate decision to order optional vessels during the contract period.

After receiving the first vessel, it is the FLI's intention to order the confirmed optional vessels stated in the acquisition plan, and the schedule for this will be agreed upon in the acquisition contract.

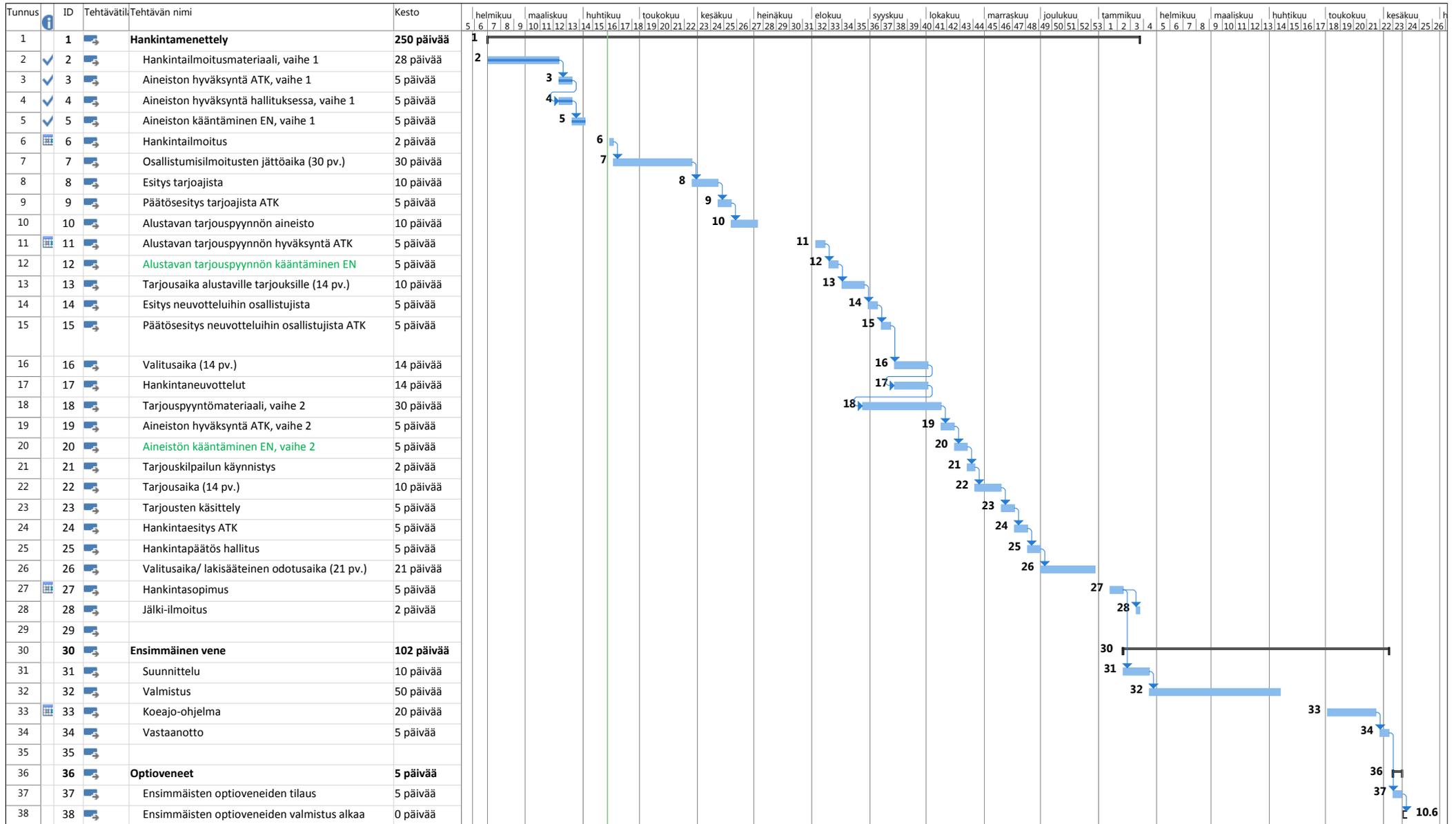
FLI and ÅSRS will order optional boats according to their own acquisition plans during the contract period based on the annual updates to the new vessel acquisition plans. Closer procedures and schedules for orders will be put into the acquisition contract.

5.13. End of the acquisition contract period

The acquisition contract period will end at the time specified in the acquisition contract.

The customers will perform all related optional vessel orders during the contract period according to the acquisition contract.

The completion and reception of the last optional vessels may occur after the contract period has ended.



Projekti: Hankinta_ajakausu MPA-2015 AV Päivämäärä: ti 14.4.2015	Tehtävä		Projektin yhteenveto		Manuaalinen tehtävä		Vain aloitus		Määräpäivä	
	Jako		Passiivinen tehtävä		Vain kesto		Vain valmistuspäivä		Tilanne	
	Välitavoite		Passiivinen välitavoite		Manuaalinen yhteenvetokokoelma		Ulkoiset tehtävät		Manuaalinen edistyminen	
	Yhteenveto		Passiivinen yhteenveto		Manuaalinen yhteenveto		Ulkoiset välitavoite			