



# TÜRKİYE ODALAR VE BORSALAR BİRLİĞİ



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Tarih: 02.08.2023

Konu : El Salvador Uluslararası İhale

## TÜM ODA VE BORSALARA (Genel Sekreterlik)

İlgi : El Salvador Ankara Büyükelçiliği'nin 31.07.2023 tarihli e-posta yazısı.

İlgide kayıtlı e-posta mesajında, El Salvador'da halka açık bir site için Geniş Bant Bağlantı Hizmetleri alanında yakın tarihte gerçekleştirilecek ihale bilgileri iletilmektedir.

Yazıda devamla; başvuruların İspanyolca olarak hazırlanması gerektiği belirtilmektedir.

Bahse konu ihale bilgileri ekte sunulmaktadır.

Bilgilerinizi ve konunun ilgili üyelerinize duyurulmasını rica ederim.

Saygılarımla,

*e-imza*

Ali Emre YURDAKUL  
Genel Sekreter Yardımcısı

EK: TENDER GENERAL SPECIFICATIONS - COURTESY TRANSLATION (1) (6 sayfa)



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## **TENDER GENERAL SPECIFICATIONS**

**This document is provided for information only  
and does not intend to replace the official tender specifications.**

**Request for Offers**  
**Non-consulting services**  
**through International Public Bidding**

<b>CONTRACT GENERAL INFORMATION</b>	
<b>Country:</b>	Republic of El Salvador.
<b>Project title:</b>	“Broadband Connectivity Services for Public Sites LPI-BID-001-2023-PR”.
<b>Sector:</b>	Information and Communications Technology.
<b>General objective:</b>	<p>The Government of the Republic of El Salvador, through the Secretariat of Innovation of the Presidency, has received financing from the Inter-American Development Bank (IDB) corresponding to the acquisition of goods, the contracting of related services and the consulting services within the framework of the Social Digital Connectivity Program. The project will be financed jointly with the Korea Development Co-financing Facility of Infrastructure for Latin America and the Caribbean (KIF) in a period of five (5) years.</p> <p>The general objective of the project is to increase the access of the citizens of El Salvador to broadband and increase its potential to provide the continuity of public services. To achieve this, the following specific objectives have been established: (i) improve connectivity access through investment in resilient digital infrastructure; and (ii) reduce the digital skills and competencies gap in connected public sites.</p>
<b>Implementer/Program:</b>	Secretariat of Innovation of The Presidency Of El Salvador / Social Digital Connectivity Program.
<b>Project total cost:</b>	USD 85,000,000
<b>Service operating period:</b>	36 months
<b>Associated services required:</b>	<ul style="list-style-type: none"> <li>● Supply, installation and configuration</li> <li>● Training</li> <li>● Technical support</li> </ul>
<b>Project components:</b>	<p>I. <b>Connectivity and digital infrastructure.</b>  The following activities will be financed: (i) expansion and equipment of the trunk network (CORE); (ii) infrastructure elements for expansion and aggregation network equipment; (iii) connection to the access network of approximately 2,205 public sites in the intervention area, focused on schools and health units; and (iv) equipment and wiring of public places connected</p> <p>II. <b>Increase in digital skills and competencies.</b>  The activities to be financed will be: (i) online training for officials and public servants with a gender focus; and (ii) Training for the population benefiting from connectivity, taking into account a gender approach.</p> <p>Administration, Monitoring, Audit and Evaluation (intermediate, final and impact)</p>
<b>Qualification requirements:</b>	<p>A. Compliance with technical specifications.</p> <p>B. Financial Capacity:</p> <ol style="list-style-type: none"> <li>1. Solvency ratio (total assets / total liabilities): established average limit of the last three audited periods, independently evaluated, must meet the criteria: Greater than one point five;</li> <li>2. Acid test (current assets – inventory / current liabilities): average limit of the last three audited financial years, independently assessed, must meet the criterion: Greater than one;</li> <li>3. Return on equity (net profit / equity): average limit of the last three audited periods, independently evaluated, must meet the criterion: Positive.</li> </ol>

	<p>C. Experience and technical capacity:</p> <ol style="list-style-type: none"> <li>1. The bidder must submit Letters of Reference (at least one from the public sector) accompanied by a simple copy of contract or purchase order that proves the experience of at least three (3) connectivity services in the last five (5) years.</li> <li>2. The bidder must present a letter of authorization from the manufacturer to provide installation service, configuration, training and technical support of the offered SD-WAN solution.</li> <li>3. The bidder must demonstrate that it has qualified personnel for the execution of the installation, configuration, training and technical support, providing the proposed staff resumes and, where appropriate, certifications.</li> <li>4. The bidder must present a delivery plan proposal based on the specifications, techniques and implementation schedule.</li> <li>5. The bidder must submit a technical proposal for the implementation of the SD-WAN solution offered.</li> <li>6. The bidder must have a service center for reporting failures or consulting services (NOC or Help Desk) 24 hours X 365 days and guarantee service attention at any time during the term of the contract.</li> </ol>
<p><b>Additional remarks:</b></p>	<ul style="list-style-type: none"> <li>● A Margin of Preference will not be granted to eligible domestic contractors.</li> <li>● More details will be provided in the Bidding document.</li> </ul>
<p><b>GENERAL INFORMATION ON THE TENDER PROCEDURE</b></p>	
<p><b>Instructions to the bidders:</b></p>	<ul style="list-style-type: none"> <li>● Bidders must study all the instructions, forms, conditions and specifications contained in the Bidding Document. Failure by the Bidder to provide all the information or documentation required in the bidding document could result in the rejection of its Bid.</li> <li>● The Bidder shall assume all costs associated with the preparation and the submission of its Bid, and the Buyer will have no responsibility or obligation with respect to such costs, regardless of the development or outcome of the bidding process.</li> <li>● Offer must contain: <ol style="list-style-type: none"> <li>A. Offer Letter.</li> <li>B. Price List.</li> <li>C. Bid Security or Bid-Securing Declaration.</li> <li>D. Alternative Offer (if allowed)</li> <li>E. Written authorization that authorizes the signatory of the Offer to commit the Offeror.</li> <li>F. Eligibility of Goods and Related Services and its documentary evidence.</li> <li>G. Eligibility of the Bidder and its documentary evidence.</li> <li>H. Compliance with provisions and its documentary evidence.</li> <li>I. Ratings and its documentary evidence.</li> <li>J. Any other documents required in the official tender document</li> </ol> <p style="text-align: center;">Above literals according to the terms specified on the official tender document.</p> </li> <li>● The Bidder may express the price of its offer in any currency. If the Bidder wishes to receive payment in a combination of amounts in different currencies, he may quote his price in the corresponding currencies. However, he may not include more than three foreign currencies in addition to the Buyer's Country currency.</li> <li>● When the bidder is a JV (Joint Venture), the bid must be signed by an authorized representative of the JV on behalf of the JV, so that it is legally binding for all members, as evidenced by a power of attorney signed by their legally authorized representatives.</li> <li>● The buyer will not take into account any Offer that he receives after the bid submission deadline specified in accordance with the official bidding document. All bids received by the buyer once the term has expired will be declared late, rejected and returned unopened to the respective bidders.</li> <li>● The Buyer will not dispute the merits of the bids or reject any (except for late Bids, as mentioned in the bullet above)</li> <li>● Any attempt by a bidder to influence the buyer in the evaluation of the Bids or in the decisions related to the award of the contract may lead to the rejection of its bid.</li> <li>● The Purchaser will compare, as set forth in the official bidding document, the</li> </ul>

	<p>evaluated costs of all substantially responsive bids in the bidding document to determine the lowest evaluated cost bid.</p> <ul style="list-style-type: none"> <li>• After evaluating the price analyses, if it determines that the Bidder has not demonstrated its ability to perform the Contract at the quoted price, the Buyer will reject the Bid.</li> <li>• Award criteria: according to the provisions of the official bidding document, the Buyer will award the Contract to the Bidder that offers the Most Advantageous Bid, that is, the one that has been presented by a Bidder that meets the qualification criteria and in addition the following: <ul style="list-style-type: none"> <li>A. Substantially conforms to the bidding document</li> <li>B. Has the lowest evaluated cost.</li> </ul> </li> <li>• The procedures for filing a complaint related to the procurement process are specified in the official bidding document.</li> </ul>
<p><b>Bid information:</b></p>	<ul style="list-style-type: none"> <li>• <b>For clarification purposes about the Bidding Document only, the contact of the buyer is:</b>  Attention: Directorate of Public Procurement  Address: Alameda Doctor Manuel Enrique Araujo No.5500, San Salvador  City: San Salvador  Country: Republic of El Salvador  Email address: <a href="mailto:DACL@presidencia.gob.sv">DACI@presidencia.gob.sv</a></li> <li>• The language of the Bid is: Spanish. All the exchange of correspondence will be done in Spanish. The language used for the translation of supporting documents and printed material that are part of the Offer is Spanish.</li> <li>• Alternative Bids will not be allowed.</li> <li>• The Bidder is obliged to quote in the currency of the Buyer's Country the portion of the Bid price which corresponds to expenses incurred in that currency.</li> <li>• A Bid Security will not be required.</li> <li>• A Bid Maintenance Declaration will be required.</li> <li>• In addition to the original offer, the number of copies is: one (1) printed copy and one (1) in digital format (PDF file). In case of discrepancy, the original offer prevails over copies</li> <li>• <b>Presentation and Opening of Bids</b></li> </ul> <p><b>Link for offer submission:</b>  <a href="https://comprasal.gob.sv/pac-procesos/etapas/1415">https://comprasal.gob.sv/pac-procesos/etapas/1415</a></p> <p>For Bid submission purposes only, the Buyer's contact information:  Attention: Directorate of Public Procurement  Address: Alameda Doctor Manuel Enrique Araujo No.5500, San Salvador  City: San Salvador  Country: Republic of El Salvador</p> <p><b>The application deadline is: August 24, 2023</b></p>
<p><b>Evaluation criteria and qualification:</b></p>	<p>Section III of the official bidding document contains all the criteria that the Buyer will apply to evaluate the Bids and qualify the Bidders when such qualification is required in the technical evaluation of the Technical Part. No factors, methods or criteria will be used that are not specified in this Section of this Bidding Document.</p>
<p><b>Documents for submission</b></p>	<p><b>Legal documents:</b></p> <ol style="list-style-type: none"> <li>1) Testimony of the public deed of incorporation of the company, duly registered in the registry entity corresponding to the country of the bidder.</li> <li>2) Evidence of public deed of modification, transformation or merger of the company duly registered in the registry entity corresponding to the country of the bidder (in case of any).</li> <li>3) Credential of the legal representative or other document that accredits as such, or testimony of the public deed of the power granted by the legal representative, in case of appearing by proxy medium.</li> <li>4) Identity document: passport or resident card of the legal representative of the company or the attorney-in-fact, if applicable, these must be current.</li> </ol> <p>In the event that the offer is submitted by a Consortium or JV, each member must submit the following documentation:</p> <p>If it is a joint venture or Consortium, already legally constituted, it must submit a</p>

	<p>copy of the document stating the Joint Venture or Consortium.</p> <p>A. In the event that the Joint Venture or Consortium is constituted only for the service mentioned, it will suffice for evaluation purposes, to state it in writing in accordance with the partnership or consortium form; and that each present required for legal persons; being obliged in case of adjudication, to present the deed of incorporation of the Association in participation or Consortium/JV, having to designate a person to manage and receive instructions on behalf of the associated companies in everything related to the execution of the Contract, including the processing of payments.</p> <p>B. In the case of a Joint Venture or Consortium, the leader must be the company that presents greater financial capacity, who will have the greater responsibility and obligations for the service before the contracting party, this commitment must be signed in a deed of constitution of the same.</p> <p><b>Financial documents:</b></p> <p>Bidders must submit a simple copy of financial statements (income statement and general balance) corresponding to 2019, 2020 and 2021, duly audited.</p> <p>In the event that the offer is presented by Consortium or JV, each member must present the financial documentation required in this literal.</p> <p><b>Additional paperwork:</b></p> <ul style="list-style-type: none"> <li>• The bidder must submit letters of reference (at least one from the public sector) accompanied by a simple copy of the contract or purchase order that proves the experience of at least three (3) connectivity services in the last five (5) years.</li> <li>• The bidder must present a letter of authorization from the manufacturer to provide installation, configuration, training and technical support of the offered SD-WAN solution.</li> <li>• The bidder must demonstrate that it has qualified personnel to provide the service of installation, configuration, training and technical support, through proposed staff resumes that prove their qualifications and, where appropriate, certifications.</li> </ul> <p><i>Project Manager:</i>          Academic Degree: Bachelor's degree in project management, business administration, economics, industrial engineering or other related          Experience: professional experience of at least ten (10) years performing functions as project manager or coordinator. Experience in at least three (3) projects as project manager or coordinator, one of which must be technology project oriented.          Certifications: Certification in Project Management Professional (PMP)® by PMI and/or Scrum Master</p> <p><i>Engineer</i>          Academic Degree: Telecommunications Engineering or other related          Experience: Professional experience of at least five (5) years performing functions related to telecommunications.          Certifications: Certification in the infrastructure or devices to be used in the project.</p> <ul style="list-style-type: none"> <li>• The bidder must submit a proposed delivery plan based on the number of public sites which must include all the sites listed in the attached Specifications. In case of proposing an increase in sites to be delivered per month, you must maintain a ratio of 4:1 always delivering more to rural sites.</li> <li>• The bidder must present a technical proposal for the implementation of the solution SD-WAN offered.</li> <li>• The bidder must demonstrate that it has a service center for the report of failures or consultations of the services (NOC or Help Desk) 24 hours / 365 days and guarantee the attention of the service at any time during the period of validity of the contract. In the event that the bidder does not have an infrastructure of the required dimensions, must incorporate a commitment letter that conditions to create such a center with the required capacities before the start of the services.</li> </ul>
<p><b>Eligible countries:</b></p>	<p>Section IV of the official bidding document contains all the criteria that the Buyer will apply to evaluate the eligibility for the supply of goods, construction of works and provision of services in Bank-financed procurement. Please refer to:</p>

	<a href="https://www.iadb.org/en/project/ES-L1145">https://www.iadb.org/en/project/ES-L1145</a>
<b>Offer forms:</b>	<p>Section V of the official bidding document contains all the offer forms, as follows:</p> <ul style="list-style-type: none"> <li>● List Of Services And Delivery Schedule</li> <li>● List Of Related Services And Compliance Schedule</li> <li>● Terms Of Reference For The Contracting Of Broadband Connectivity Services For Public Sites</li> <li>● Inspections And Tests</li> </ul> <p>Please refer to: <a href="https://www.iadb.org/en/project/ES-L1145">https://www.iadb.org/en/project/ES-L1145</a></p>
<b>Requirements for Goods and Related Services:</b>	<p>Contained on section VI of the official bidding document. Please refer to: <a href="https://www.iadb.org/en/project/ES-L1145">https://www.iadb.org/en/project/ES-L1145</a></p>
<b>Contractual Conditions and Contract Forms:</b>	<p>Contained on sections VII to IX of the official bidding document. Please refer to: <a href="https://www.iadb.org/en/project/ES-L1145">https://www.iadb.org/en/project/ES-L1145</a></p>