

Request for Proposal

Event agency support for the
organization of EIT Manufacturing
RIS Hubs Conference
28-29 Sept 2023, Sofia, Bulgaria

1. Context

EIT Manufacturing (KIC) is focused on promoting entrepreneurship, innovation, and education in the domain of Manufacturing. EIT Manufacturing brings together leading organizations along the entire value chain from smaller companies to larger industry, excellent academic and research institutions, as well as public sector organizations, to promote the transformation of manufacturing towards the digital economy, towards the circular economy and the decarbonization of industry, by removing barriers to innovation, promoting talent and education, leveraging enabling technologies and exploiting big-data.

Within this Request for Proposal (RFP), EIT Manufacturing is looking for a supplier who can offer a comprehensive range of event services encompassing event planning, organization, and management for the “RIS Hubs Conference” in Sofia, Bulgaria.

Namely, on 28-29 September EIT Manufacturing will host in Sofia, the following session/event:

| DATE | EVENT/SESSION | LOCATION | PAX |
|-----------------|---------------------------------------|-----------------|-------------|
| 28-29 September | EIT Manufacturing RIS Hubs Conference | Sofia, Bulgaria | 100-200 max |

Enclosed to this RFP, a preliminary outline of the conference can be found (Annex 1).

2. Description & Deliverables

2.1. Description of the Services

The selected Supplier shall provide overall planning, organization, and management of all aspects of the event in close alignment with the EIT Manufacturing. The selected Supplier must also receive some instruction and orientation by the local EITM partner CleanTech Bulgaria if or when determined by the EIT Manufacturing.

The selected supplier should be able to deliver the services in due time for the proper realization of the event on 28th and 29th September, 2023.

2.2. Deliverables

The following activities are expected from the selected Supplier during the providing of the services:



- Renting a venue for the event for two days:
 - Day 1: 1 conference room for 150 persons and 1 room for a work meeting for 20 persons.
 - Day 2: 1 conference room for 150 persons and 1 room for B2B meetings with 15 meeting tables and “expo area” for demonstration of innovative solutions.
- onsite presence during the days of the event (Project Manager and Project Assistant as a must)
- overall supplier coordination and contracting of the additional suppliers such as: conference assistants, photographer, videographer, transfers, decor, accommodation, conference materials*, interpreters English-Bulgarian-English translation.
- additional site inspections to the venue with the client (max 1-2)
- design proposal for the venue decoration* (stage, signage, lighting, backdrops, carpeting, flowers and similar...) based on the existing EIT Manufacturing visual identity
- creation of short video fillers, lowerthirds and opening motion video
- creation of event infosheet, transfer plan, conference assistant plan, technical rundown
- creation of pre-event and post event communication incl. articles in local media, social media and short videos ect.
- ensuring at least 5 (five) online media publications before the event in national media and at least 1 (one) article in print media (business magazine and/or newspaper with nationwide coverage)
- providing technical equipment, technical setup, and onsite support during the days of the event, including LED screen (10 x 2 meters), voicing and sound equipment, simultaneous translation equipment and headsets,
- organisation and management of speaker and moderator rehearsals online and onsite
- providing catering services for three coffee breaks, two lunches and a cocktail for 100 (one hundred) people

The following shall be noted:

- The setup of the conference room can happen only overnight (27 October) and all technical setups need to be done prior to 10.30 local time as the first sessions will start at 11.30/12.00 local time.
- The event is organized by the EIT Manufacturing. However, the selected Supplier must authorize the monitoring of the event onsite by EIT Manufacturing’s local partner CleanTech Bulgaria who might also provide some guidance and orientation to the selected Supplier.

3. Timeline

The indicative timeline for the call for proposals is as follows:

| Activity | Responsible | Date |
|--------------------------------------|---------------------------------------|------------|
| RFP opening | EIT Manufacturing | 11/08/2023 |
| Offer submission | Supplier | 18/08/2023 |
| Evaluation and notification of award | EIT Manufacturing | 21/08/2023 |
| Contract signature | EIT Manufacturing & selected supplier | 28/08/2023 |

All offers shall be submitted not later than 18th, August 2023 COB to the following emails:



- RIS Team ris@eitmanufacturing.eu and,
- Loris VALERO-LECONTE (RIS Hubs Manager) loris.valero-leconte@eitmanufacturing.eu.

4. Financial proposal

The maximum amount of this offer cannot exceed 45.000,00 EUR net of VAT and a clear financial breakdown (in .xls format) should be sent to EIT Manufacturing containing the following information:

- Item descriptions
- Quantity of items
- Item cost
- Total cost
- Comments/explanations

The template for the financial proposal can be found enclosed to this document (Annex 2).

All costs should be submitted net of VAT.

**Selected supplier must ensure that EIT Manufacturing procurement procedure has been followed prior to selecting third party suppliers (in majority of cases this will imply scouting for two/three proposals) as well as following the general principles and orientations of EIT Manufacturing Procurement Policy such as Best value for money, Transparency, Non-discrimination, Equal Treatment, Competition, Proportionality and, No conflict of Interest. Specific rules and instructions on this topic must be transmitted by the Project Lead and the Procurement Officer on EIT Manufacturing.*

***Production costs should be borne by EIT Manufacturing unless agreed differently in a later stage with the supplier*

5. Evaluation Criteria and Award Notification

Timely received proposals submitted by the tenderers will be examined, evaluated, and compared in accordance with the following criteria and the contract shall be awarded to the highest ranked tenderer. The decision will be made according to the “Best Value for Money” principle.

- a. Value for money (40%)
- b. Experience (30%)
- c. Respect for time constraint (30%)

An Evaluation Committee of 3 people will be established. Each bid will be evaluated and ranked according to the criteria above.

The compliance with the principles of transparency, non-discrimination, equal treatment, and absence of conflict of interest will be ensured.

The successful and unsuccessful tenderers will be informed in writing (via email) about the result of the award procedure. In case the winning tenderer is unable to enter the contract, EIT Manufacturing may decide to contract the supplier receiving the second highest ranking.

Proposals must be submitted by e-mail within 7 days of the date of notification of the request for proposal. All proposals received after the deadline will be rejected.

In duly justified cases, however, no later than 2 calendar day before the original deadline, the submission deadline can be extended.



Upon request from the tenderer concerned, EIT Manufacturing will as quickly as possible, and in any event within 15 calendar days from receipt of a written request, inform:

- any unsuccessful candidate of the reasons for the rejection of its request to participate,
- any unsuccessful tenderer of the reasons for the rejection of its tender, including, if this is the case, its decision that the works, supplies or services do not meet the performance or functional requirements,
- any tenderer that has made an admissible tender of the characteristics and relative advantages of the tender selected as well as the name of the successful tenderer or the parties to the awarded contract,
- any tenderer that has made an admissible tender of the conduct and progress of negotiations and dialogue with tenderers.

Information referred to above may be withheld where the release of such information would be contrary to the public interest, would prejudice the legitimate commercial interests of an economic operator, or might prejudice fair competition between economic operators.

Should there be a suspicion that the provider will not be able to perform according to the price offered, EIT Manufacturing has the right to ask for explanations and may reject the tender where the evidence supplied does not satisfactorily account for the low level of price or cost proposed.

5. Complaint procedure

Tenderers believing that they have been harmed by an error or irregularity during the award process may file a complaint. Appeals shall be addressed to EIT Manufacturing **only** via the following email address ris@eitmanufacturing.eu. The tenderers have five days to file their complaints from the date of receipt of notification of the results.

In your application to EIT Manufacturing the complainant shall explain what procedural aspects they consider having been violated along with any recommendations or remarks. Such charges need to be supported with data and facts and, if possible, – documentation. An appeal whose sole purpose is to obtain a second evaluation for no reason other than that the complainant disagrees with the final award decision is to be rejected.

6. Negotiations & Clarifications

Negotiations can be held in the following cases:

- if it is identified that the scope of services issued by EIT Manufacturing is not detailed enough, incomplete or some areas are lacking crucial information to complete the procedure for direct awards;
- if EIT Manufacturing has the intention to reduce the offered prices to find the best value for money;
- if all submitted prices are above the planned budget and it is everyone's interest to finish the procedure with success – in that case, price negotiation can take place. During a price negotiation, all tenderers are called to lower their prices by the same deadline in a written form;

EIT Manufacturing can organize as many rounds of negotiation as it is needed during the procedure in order to reach the highest quality of proposals and the best price.

Whenever possible, the negotiations should be carried out in writing, however, in special cases, video conference or even live negotiation can be organized. EIT Manufacturing also reserves the right to invite the tenderers to an individual meeting before the final award of contract in order to clarify details and ambiguities.



In case of obvious or perceived errors or omissions in the RFP, Tenderers can request additional information or clarifications by the deadline provided in the above timeframe through email at ris@eitmanufacturing.eu.

Upon receipt of the bids, they will be reviewed, and additional details will be requested from the tenderers as needed. The requests as well as the answers are to be submitted written by e-mail. Where information or documentation to be submitted by tenderers is incomplete or erroneous or where specific documents are missing, EIT Manufacturing staff may request the party concerned to submit, supplement, clarify or complete the relevant information or documentation within 3 day(s).

Bid preparation costs are not reimbursable and must be borne by the tenderers.

EIT Manufacturing owns all bids received in this RFP. Proprietary information of vendors in the bids will be kept strictly confidential. The offers as well as the contract may be submitted for audits.

7. Contract

The final award does not yet constitute the Contract. The Contract will be concluded at the time of signature by the Supplier and EIT Manufacturing. The winning supplier will be sent the contract to be signed (indicating the deadline by which the signed contract should be returned to EIT Manufacturing).

The invoicing will be based on a mutually agreed schedule; it will be detailed in the contract. The contract that will be awarded will have a maximum duration of 2 (two) months. The tenderer agrees that the total value of the contract to be signed with EIT Manufacturing for the mentioned period and will in no way exceed the bid (the amount contained in the offer) of the tenderer.

The awarded supplier will be requested to sign Standard Contractual Clauses (SCC) if no other GDPR compliant safeguards exist, and the supplier is located in a country for which the EU commission has not issued an adequacy decision.

8. Cancellation of the proposal procedure

In the event of cancellation of the proposal procedure, EIT Manufacturing will notify tenderers of the cancellation. In no event shall EIT Manufacturing be liable for any damages whatsoever including, without limitation, damages for loss of profits, in any way connected with the cancellation of a proposal procedure, even if EIT Manufacturing has been advised of the possibility of damages.

The tenderer shall take all measures to prevent any situation where the impartial and objective implementation of the contract is compromised for reasons involving economic interest, political or national affinity, family or emotional ties or any other shared interest ('conflict of interests'). S/he should inform the EIT Manufacturing team immediately if there is any change in the above circumstances at any stage during the implementation of the tasks.

The supplier cannot be a EIT Manufacturing Partner or Activity Partner. Any bid from such an economic operator will be rejected.

Tenderers will be excluded if:

- a. they are being wound up, are having their affairs administered by the courts, have entered into an arrangement with creditors, have suspended business activities, are the subject of proceedings concerning those matters, or are in any analogous situation arising from a similar procedure provided for in national legislation or regulations; they have been convicted of an offence concerning their professional conduct by a judgment which has the force of *res judicata*.



- b. they have been guilty of grave professional misconduct proven by any means which the EIT Manufacturing can justify.
- c. they have not fulfilled obligations relating to the payment of social security contributions or the payment of taxes in accordance with the legal provisions of the country in which they are established or any other country of the EU.
- d. they have been the subject of a judgment which has the force of res judicata for fraud, corruption, involvement in a criminal organization or any other illegal activity detrimental to the EU' financial interests.
- e. following a procurement procedure or grant award procedure financed by the EU budget, they have been declared in serious breach of contract for failure to comply with their contractual obligations.

The tenderers must not be in a situation of a conflict of interest, and they have sufficient economic and financial capacity, technical and professional capacity and legal and regulatory capacity to perform the requested services. Additional evidence or declarations might be requested by the contracting authority.

EIT Manufacturing reserves the right to suspend or cancel the procedure, where the award procedure proves to have been subject to substantial errors, irregularities, conflict of interest or fraud. If substantial errors, irregularities, conflict of interest or fraud are discovered after the award of the tender, EIT Manufacturing may refrain from concluding the Contract.