

Invitation to tender No GSA/NP/13/12

Bank services for the GSA

**ANNEX VI – TECHNICAL AND FINANCIAL TABLE OF
ANSWERS – LOT 1**

Part 1: Selection Criteria

The *selection criteria* are a **binding constraint** which must be met in full by all tenderers. A tender will therefore take part in the evaluation **only** if the tenderer meets all the following criteria.

CRITERION 1:

The tenderer's short term credit rating must be, as a minimum, one of these 3 ratings: either P-2 (Moody's), or A-2 (S&P), or F2 (Fitch Ratings)

Please provide in the space below **the short term credit rating** of your bank

	Short term credit rating	Date
Moody's		
Standard and Poors		
Fitch		

Please attach to your tender an original relevant document issued by the rating agency (or a copy of it duly signed and certified by your bank).

The tenderer, and thereafter the contractor, undertakes to immediately inform the European GNSS Agency of any modification to one of these ratings submitting the relevant documents (provided by the rating agencies).

CRITERION 2:

The establishment of the tenderer where the bank account would be located shall meet the operating conditions imposed by the competent supervisory authorities of a Member State of the European Union and have all the authorisations necessary to execute the required services in the country where the account will be located.

Please attach to your tender an original relevant document issued by the competent supervisory authority.

CRITERION 3:

The tenderer must be a "SEPA compliant" payment services provider. As such it must have formally adhered to the SEPA Credit Transfer Scheme at the time of the submission of the offer in reply to this call for tenders.

Please attach to your tender a copy of your bank's SEPA Credit Transfer Adherence Agreement with the European Payments Council.

CRITERION 4:

The tenderer must have sufficient economic and financial capacity to guarantee continuous and satisfactory performance throughout the envisaged lifetime of the contract.

All tenderers must provide proof of their economic and financial capacity by submitting their annual accounts for the last three years as approved by the duly

authorised body of the bank and, where applicable, audited and/or published. These documents must be signed by the authorised representative of the respective legal entity.

Part 2: Award criteria

Award criteria are the quality of service (**qualitative criteria**) and the cost and income of the bank account (**quantitative criteria**).

The banks will be ranked in the order of the score obtained with a maximum score of 100.

Information about the estimated transactions – for evaluation purposes

1. Payments in EUR
 - **Total estimated number of payments in EUR: 1500**
 - **Total related amount in EUR: 8 000 000**
 - **Payments to beneficiary accounts held with your bank will be assumed for 1% of the total number of SEPA payments**
2. Payments in other currencies
 - **Total estimated number of payments in other currencies: 50**
 - **Total related amount in EUR: 350 000**
 - **All of the payments to beneficiary accounts will be assumed to be held with other banks**
3. Average monthly balances
 - **Overall average monthly balance on the current account in EUR: 3 000 000**
 - **Overall average monthly balance on the deposit account in EUR: 2 000 000**

In addition, GSA receives earmarked funds in EUR for the execution of delegated tasks from the European Commission. Therefore, the balances, number of transactions and total related amount on the GSA's EUR account will vary. However, given the impossibility to forecast the nature and timing of these delegated tasks and the amount of the related funding, they will not be taken into account for evaluation purposes. By way of illustration, the amounts received and spent for the last three years are as follows:

- 2009 – received 33 million euro/spent 61 million euro
- 2010 – received 7 million euro/spent 38 million euro
- 2011 – received 30 million euro/spent 13 million euro

However, the amounts for 2009, 2010 and 2011 are merely indicative and this information is given without any commitment of any kind for future years.

I. QUALITATIVE CRITERIA (maximum 40 points)

1. When a payment is made, how much information is received by the beneficiary or his bank concerning the reason for payment? How many characters are contained in the message sent to the beneficiary?

Please mark the appropriate box below:

	SEPA credit transfer	<i>Related points</i>
< 140 characters		0
>= 140 characters		5

	Other payments	<i>Related points</i>
< 140 characters		0
>= 140 characters		5

2. execution period for SEPA credit transfers

Please mark the appropriate box below:

- *same day -10 points*
- *1 day - 5 points*
- *2 days - 0 points*

3. execution period for other payments

Please mark the appropriate box below:

- *same day -10 points*
- *1 day - 5 points*
- *2 days - 0 points*

4. exchange rates: please explain briefly what exchange rate for conversion of EUR to CZK will be offered and how will it be determined/calculated (e.g. +- spread to interbank exchange rate) – maximum 10 points



Conversions from EUR to CZK will be requested by the GSA on a regular basis depending on the needs but at least on a quarterly basis. The estimated amount to be converted from EUR to CZK is approximately 6 million euro.

II. QUANTITATIVE CRITERIA (maximum 60 points)

II.1 Costs

II.1.a Instructions

1. In the following tables, you must specify for each type of transaction:
 - in column C **the number of working days** (zero, 1 or 2 days) **required to execute the transaction** provided the instruction reaches the bank by the cut-off time (column D),
 - **the cost of the transaction in EUR** for interbank movements (column E),
2. Costs shall represent the charges borne by the European GNSS Agency for each individual payment instruction.
3. Costs quoted must not include VAT, if any is applicable. Please note that according to the Protocol on Privileges and Immunities of the European Union, the European GNSS Agency is exempt from all taxes and duties (see also condition 6 on page 6 of the Tender Specifications).
4. The following tables provide for the costs charged by the bank for the transactions performed by the contracting parties on their current bank account. The number and amount of transactions are mentioned in the section "For evaluation purposes only". Costs charged by the bank on the deposit account should equal zero.

II.1.b Technical and Financial Tables

Please fill in the tables below taking into account the instructions above.

DEBIT MOVEMENTS IN EUR - SEPA PAYMENTS

Description of transaction		Execution period		Cost of transaction (in EUR)
Method of transmission	Beneficiary's Bank	Working days	Cut-off Time Prague(*)	
A	B	C	D	E

XML	Your bank			
	Another bank in the SEPA Area			

(*) For evaluation purposes, only a cut off time of 11:00 Prague time or later will be considered as "same day".

**DEBIT MOVEMENTS - OTHER PAYMENTS IN EUR
(For information purposes only)**

Description of transaction		Execution period		Cost of transaction (in EUR)
Method of transmission	Beneficiary's Bank	Working days	Cut-off Time Prague(*)	
A	B	C	D	E

SWIFT FIN	Another Bank within European Union			
	Another Bank outside European Union			

LETTER	Another Bank within European Union			
	Another Bank outside European Union			

(*) For evaluation purposes, only a cut off time of 11:00 Prague time or later will be considered as "same day".

DEBIT MOVEMENTS - PAYMENTS IN OTHER CURRENCIES

Description of transaction		Execution period		Cost of transaction (in EUR)
Method of transmission	Beneficiary's Bank	Working days	Cut-off Time Prague(*)	
A	B	C	D	E

SWIFT FIN	Your Bank			
	Another Bank within European Union			

LETTER (for information only)	Your Bank			
	Another Bank within European Union			

(*) For evaluation purposes, only a cut off time of 11:00 Prague time or later will be considered as "same day".

II.1.c Other related costs

Please state the costs related to the below transactions:

- Account maintenance fee per year in EUR
EUR
- Fees for incoming international transfers from another bank in the SEPA area denominated in EUR
EUR
- Price for a confirmation of account balances as of December 31 each year
EUR

II.2 INCOME

II.2.a Current Account in EUR (maximum 40 points)

The *income* of the current account (less *costs*) is calculated *on the basis of the expected total result of the remuneration of the balance in the bank account less the costs for payments to beneficiaries* calculated based on the costs provided in the tables above multiplied by the estimated number of transactions in the *Information about the estimated transactions – for evaluation purposes* section.

REMUNERATION current account in EUR

Any remuneration must be calculated **quarterly** on the basis of the following formula:

$$\text{Remuneration} = \frac{\sum_{i=1}^n B_i * (R_i + \text{Spread})}{\text{Bank year} * 100}$$

- where n = Exact number of days in the quarter
 Bi = Balance on day i
 (1) Ri = Eonia® (Euro OverNight Index Average)
 (2) Spread = Margin taken or offered by your bank in %
 (3) Bank year = 360 days

- and (1) **All balances must be remunerated at the same rate.**
 (2) **No other rate may be used.**
 (3) Your spread in relation to the reference rate will be equal to :

+	or*	-		%
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*Delete as appropriate

If you cross out the sign " - " : **the balance on the bank account will be remunerated at a rate higher than the Ri** (given the sign + of the formula of the remuneration).

Example : Ri = 1,000 % + or - 0,275 : your bank is offering 1,275 %

If you cross out the sign "+" : **the balance on the bank account will be remunerated at a rate lower than the Ri** (given the sign - of the formula of the remuneration).

Example : $Ri = 1,000\%$ ~~+~~ or $-$ 0,275 : your bank is offering 0,725%

For evaluation purposes only, Eonia® will be assumed to be 1,000%.

II.2.b Deposit Account in EUR (maximum 20 points)

REMUNERATION deposit account in EUR:

Any remuneration must be calculated **quarterly** on the basis of the following formula:

$$\text{Remuneration} = C \times ((\text{EURIBOR}^* + \text{Spread}) / 100) \times N / 360$$

Where:

- C** = Capital placed into the deposit
Euribor for the relevant period at the date of the deposit confirmation
- EURIBOR*** = Margin taken or offered by your bank with reference to the relevant period. To be specified in the below case.
- Spread** =
- N** = Actual number of days in the (deposit) period

Please provide your spread in relation to the reference rate:

Income	Period	Spread (%)
	1-MONTH	%
Cost (charges and commission)	

For evaluation purpose only, EURIBOR will be assumed to be the one applicable on the date of opening of the offers.