

#### CLARIFICATION NO.4

Related to tender No. GSA/OP/04/11 - Engineering Services for GSA

1. Question: The Tender Specifications, page 20 states: "Minimum annual turnover for the last three financial years must not be below EUR 1,500,000".

How shall we interpret this requirement?

a) Minimum annual turnover in each of the last three financial years must not be below EUR 1,500,000"

OR

b) The total annual turnover during the last three financial years must not be below EUR 1,500,000".

Answer: Minimum annual turnover in each of the last three financial years must not be below EUR 1,500,000 as stated in the Tender Specifications.

2. Question: The Tender Specifications page, 20 states: "Minimum annual turnover for the last three financial years must not be below EUR 1,500,000". Would a bidder which was only founded during the last three years be automatically excluded – or would it be sufficient to have fulfilled the criterion in one financial year since its foundation?

Answer: A single economic operator bidding alone for this tender, not reaching the minimum annual turnover (EUR 1,500,000) in each of the last three financial years will be excluded from this procurement procedure. This requirement was set in order to assure that any tenderer is able to provide: 'sufficient economic and financial capacity to guarantee continuous and satisfactory performance throughout the envisaged lifetime of the contract" (Section 3.2.1 of Tender Specifications).

However, we would hereby like to remind you the following points from the Tender Specifications:

- 'An economic operator may rely on the capacities of other entities, regardless of the legal nature of the links which it has with them. In that case, evidence must be provided that it will have at its disposal the resources necessary for performance of the contract, for example by producing a clear undertaking on the part of those entities to place those resources at its disposal.' (Section 3.2 on page 19)
- 'If several service providers are involved in the tender, each of them must have the professional and technical capacity to perform the tasks assigned to them in the tender and the necessary economic and financial capacity.' (Section 3.2 on page 19)

In view of the above, it will mean that the overall 'Financial and Economic Capacity' will be evaluated per Tenderer. A Tenderer vis-à-vis this procurement process can be either one economic operator or a consortium/grouping consisting of several economic operators bidding together.