

**GUIDELINES**

**PROCUREMENT**  
**UNDER**  
**SAMAN BANK**

**For**

**Goods /works/services**

(other than consultant services)

**EXECUTIVE VP CREDIT**

**PROJECT FINANCE & MANAGEMENT**

Sources : world Bank , Islamic development Bank , Budgeting & planning organization of Iran

## Contents

1 Purpose .....	3
2- Scope of application .....	3
3- Definition.....	4
4- Contractor or Services selection bases .....	6
5- General Consideration.....	6
6- International Competitive Bidding.....	10
7- Other Methods of Procurement .....	30
8- Review by the Saman Bank of Procurement decisions .....	37
9-Domistic preference .....	40
10- Guidance to Bidders .....	42
11- Acronyms.....	46

# **I. INTRODUCTION**

## **1-Purpose**

The purpose of these Guidelines is to inform those carrying out a project that is financed in whole or in part by a loan from the Saman Bank or finance through it ,

## **2- Scope of Application**

2-1 The provisions of these Guidelines also apply to services which are bid and contracted on the basis of performance of a measurable physical output, such as drilling, mapping, and similar operations.

2-2 References to Goods\_ and Works\_ in these Guidelines include related services such as transportation, insurance, installation, commissioning, training, and initial maintenance. Goods\_ includes commodities, raw material, machinery, equipment, and industrial plant.

2-3 - These Guidelines do not refer to Consultants' services, to which the current Guidelines: Selection and Employment of Consultants by Saman Bank Borrowers apply (referred to herein as Consultant Guidelines 2587 ).

2-4 As provided in the agreement . the rights and obligations of the borrower and the providers of goods and works for the project are governed by the bidding . Documents, and by the contracts signed by the borrower with the providers of goods and works, and not by these guidelines or the loan agreement .No party other than the parties to loan agreement shall derive any rights thereform of have any claim to loan proceeds.

2-5 the loan agreement governs the legal relationships between the borrower and the saman bank , and the guidelines are made applicable to procurement of goods, and works for the project .

2-6 The procedures outlined in these Guidelines apply to all contracts for goods and works financed in whole or in part from Saman Bank loans.<sup>9</sup> For the procurement of those contracts for goods and works not financed from a Saman Bank loan, the Borrower may adopt other procedures. In such cases the Saman Bank shall be satisfied that the procedures to be used will fulfill the Borrower's obligations to cause the project to be carried out diligently.

2-7 In some cases, the Borrower acts only as an intermediary, and the project is carried out by another agency or entity. References in these Guidelines to the Borrower include such agencies and entities, as well as Sub-Borrowers under on-lending arrangements.

## **3—Definition**

**3-1 Consultant :** For the purpose of these Guidelines, the term consultants includes a wide variety of private and public entities, including consulting firms, engineering firms, construction managers, management firms, procurement agents, inspection agents, auditors, United Nations (UN) agencies and other multinational organizations, investment and merchant banks, universities, research institutions, government agencies, nongovernmental organizations (NGOs), and individuals. Bank Borrowers use these organizations as consultants to help in a wide range of activities—such as policy advice; institutional reforms; management; engineering services; construction supervision; financial services; procurement services; social and environmental studies; and identification, preparation, and implementation of projects to complement Borrowers’ capabilities in these areas.

**3-2 Corrupt practice :** means the offering ,giving, receiving, or soliciting ,directly or indirectly , of any thing of value to influence the action of the public official in the procurement process or contract examination .

**3-3 Fraudulent practice :** means a misrepresentation or omission of facts in order to influence a procurement process or the execution of contract .

**3-4 Collusive practices :** means a scheme or arrangement between two or more bidders , with or without the knowledge of the borrower , designed to establish bid prices at artificial , non competitive levels .

**3-5 Coercive practice :** means harming or threatening to harm ,directly or indirectly , persons ,or their property to influence their participation process , or affect the execution of a contract .

**3-6 Loan agreement :**that’s a legal agreement between borrower and bank.

**3-7 plant :** for purpose of these guidelines “plant “ refers to installed equipment ,as in production facility .

**3-8 contract :** means Legal agreement between the borrower and the consultant to carry out consultancy services.

**3-9 small contract :**means range of contract less than 100,000 \$ .

**3-10 Big Contract :** means range of contract more than 100,000 \$ .

**3-11 references in these Guidelines to the Saman Bank include both Bank, and references to loans include SAMAN BANK Loans as well as SAMAN BANK credits or grants and project preparation advances (PPAs). References to Loan Agreement includes Development Credit Agreement, Development Financing Agreement, Development Grant Agreement, and Project Agreement. References to Borrower\_ include the recipient of an SAMAN BANK finance ..**

**3-12 CIP :**means Carriage and Insurance Paid (place of destination)

**3-13 EXW:** means Ex works, Ex-factory, or Off the Shelf

**3-14 DDP:** means Delivered Duty Paid

#### **4- Contractor or Services selection bases**

4-1 borrower : it means individual or companies that their projects finance by the bank. assessment and selection of consultants and contractors,.... Under these guidelines shall be the borrower's responsibility.

4-2 project finance and management office : this office is the subsidiary of the executive VP credit and responsible in Implementation of the project financing cycle in the bank , this office under this guidelines is named bank .

#### **5 General Considerations**

5.1 The responsibility for the implementation of the project, and therefore for the award and administration of contracts under the project, rests with the Borrower.

So four considerations generally guide the Bank's requirements:

- (a) the need for economy and efficiency in the implementation of the project, including the procurement of the goods and works involved;
- (b) the Bank's interest in giving all eligible bidders from developed and developing countries the same information and equal opportunity to compete in providing goods and works financed by the Bank;
- (c) the Bank's interest in encouraging the development of domestic contracting and manufacturing industries in the borrowing country; and
- (d) the importance of transparency in the procurement process.

#### **5-2Eligibility**

5-2-1 To foster competition the Saman Bank permits firms and individuals from all suppliers to offer goods, works, and services for Bank-financed projects. Any conditions for participation shall be limited to those that are essential to ensure the firm's capability to fulfill the contract in question.

5-2-2 In connection with any contract to be financed in whole or in part from a Saman Bank loan, the Saman Bank does not permit a Borrower to deny pre- or post-qualification to a firm for reasons unrelated to its capability and resources to successfully perform the contract; nor does it permit a Borrower to disqualify any bidder for such reasons. Consequently, Borrowers should carry out due diligence on the technical and financial qualifications of bidders to be assured of their capabilities in relation to the specific contract.

### 5-2-3 As exceptions to the foregoing:

(a) Firms or goods manufactured may be excluded if, (i) as a matter of law or official regulation, the Borrower's country prohibits commercial relations with that country, provided that the Saman Bank is satisfied that such exclusion does not preclude effective competition for the supply of goods or works required .

(b) A firm which has been engaged by the Borrower to provide consulting services for the preparation or implementation of a project, and any of its affiliates, shall be disqualified from subsequently providing goods, works, or services resulting from or directly related to the firm's consulting services for such preparation or implementation. This provision does not apply to the various firms (consultants, contractors, or suppliers) which together are performing the contractor's obligations under a turnkey or design and build contract.

(c) Government-owned enterprises in the Borrower's country may participate only if they can establish that they:

- (i) are legally and financially autonomous,
- (ii) operate under commercial law, and
- (iii) are not dependent agencies of the

### **5-3 Advance Contracting and Retroactive Financing**

The Borrower may wish to proceed with the initial steps of procurement before signing the related Saman Bank loan. In such cases, the procurement procedures, including advertising, shall be in accordance with the Guidelines in order for the eventual contracts to be eligible for Saman Bank financing, and the Saman Bank shall review the process used by the Borrower. A Borrower undertakes such advance contracting at its own risk, and any concurrence by the Saman Bank with the procedures, documentation, or proposal for award does not commit the Saman Bank to make a loan for the project in question. If the contract is signed, reimbursement by the Saman Bank of any payments made by the Borrower under the contract prior to loan signing is referred to as retroactive financing and is only permitted within the limits specified in the Loan Agreement.

### **5-4 Joint Ventures**

Any firm may bid independently or in joint venture confirming joint and several liability, either with domestic firms and/or with foreign firms, but the Saman Bank does not accept conditions of bidding which require mandatory joint ventures or other forms of mandatory association between firms.

#### **5-5 Saman Bank Review**

The Saman Bank reviews the Borrower 's procurement procedures, documents, bid evaluations, award recommendations, and contracts to ensure that the procurement process is carried out in accordance with the agreed procedures. These review procedures are described in article 8.

#### **5-6 Misprocurement**

The Saman Bank does not finance expenditures for goods and works which have not been procured in accordance with the agreed provisions in the Loan Agreement and as further elaborated in the Procurement Plan.<sup>14</sup> In such cases, the Saman Bank will declare misprocurement, and it is the policy of the Saman Bank to cancel that portion of the loan allocated to the goods and works that have been misprocured. The Saman Bank may, in addition, exercise other remedies provided for under the Loan Agreement. Even once the contract is awarded after obtaining a "No objection" from the Bank, the Saman Bank may still declare misprocurement if it concludes that the "No objection" was issued on the basis of incomplete, inaccurate, or misleading information furnished by the Borrower or the terms and conditions of the contract had been modified without Bank's approval.

#### **5-7 References to Bank**

If the Borrower wishes to refer to the Saman Bank in procurement documents, the following language shall be used:

\_(name of Borrower) has received (or in appropriate cases 'has applied for ') a [loan] from the [ Saman Bank or through ] (the "Bank") in an amount equivalent to " currency" toward the cost of (name of project), and intends to apply a portion of the proceeds of this [loan] to eligible payments under this contract. Payment by the Saman Bank will be made only at the request of (name of Borrower or designate) and upon approval by the Bank, and will be subject, in all respects, to the terms and conditions of the [Loan] Agreement. The [Loan] Agreement prohibits a withdrawal from the [Loan] Account for the purpose of any payment to persons or entities, or for any import of goods, if such payment or import, to the knowledge of the Bank,

## **5-8 Fraud and Corruption**

It is the Bank's policy to require that Borrowers (including beneficiaries of Saman Bank loans), as well as bidders, suppliers, and contractors under Bank-financed contracts, observe the highest standard of ethics during the procurement and execution of such contracts. In pursuance of this policy, the Bank:

5-8-1 will reject a proposal for award if it determines that the bidder recommended for award has, directly or through an agent, engaged in corrupt, fraudulent, collusive, or coercive practices in competing for the contract in question;

5-8-2 will cancel the portion of the loan allocated to a contract if it determines at any time that representatives of the Borrower or of a beneficiary of the loan engaged in corrupt, fraudulent, collusive, or coercive practices during the procurement or the execution of that contract, without the Borrower having taken timely and appropriate action satisfactory to the Saman Bank to remedy the situation;

5-8-3 will sanction a firm or individual, including declaring ineligible, either indefinitely or for a stated period of time, to be awarded a Bank-financed contract if it at any time determines that the firm has, directly or through an agent, engaged in corrupt, fraudulent, collusive, or coercive practices in competing for, or in executing, a Bank- financed contract; and

5-8-4 will have the right to require that a provision be included in bidding documents and in contracts financed by a Saman Bank loan, a provision be included requiring bidders, suppliers and contractors to permit the Saman Bank to inspect their accounts and records and other documents relating to the bid submission and contract performance and to have them audited by auditors appointed by the Bank.

5-8-5- With the specific agreement of the Bank, a Borrower may introduce, into bid forms for large contracts financed by the Bank, an undertaking of the bidder to observe, in competing for and executing a contract, the country's laws against fraud and corruption (including bribery), as listed in the bidding documents.<sup>18</sup> The Saman Bank will accept the introduction of such undertaking at the request of the Borrowing country, provided the arrangements governing such undertaking are satisfactory to the Bank.

## **5-9 Procurement Plan**

As part of the preparation of the project the Borrower shall prepare and, before loan negotiations, furnish to the Saman Bank for its approval, a Procurement Plan<sup>19</sup> acceptable to the Saman Bank setting forth:

- (a) the particular contracts for the goods, works, and/or services required to carry out the project during the initial period of at least 18 months;
- (b) the proposed methods for procurement of such contracts that are permitted under the Loan Agreement, and
- (c) the related Saman Bank review procedures.<sup>20</sup> The Borrower shall update the Procurement Plan annually or as needed throughout the duration of the project. The Borrower shall implement the Procurement Plan in the manner in which it has been approved by the Bank.

## **6. INTERNATIONAL COMPETITIVE BIDDING**

### **6-1 Eligibility**

6-1-1 The objective of International Competitive Bidding (ICB), as described in these Guidelines, is to provide all eligible prospective bidders<sup>21</sup> with timely and adequate notification of a Borrower's requirements and an equal opportunity to bid for the required goods and works.

#### **6-1-1-1 Type and Size of Contracts**

2.2 The bidding documents shall clearly state the type of contract to be entered into and contain the proposed contract provisions appropriate therefor. The most common types of contracts provide for payments on the basis of a lump sum, unit prices, reimbursable cost plus fees, or combinations thereof. Reimbursable cost contracts are acceptable to the Saman Bank only in exceptional circumstances such as conditions of high risk or where costs cannot be determined in advance with sufficient accuracy. Such contracts shall include appropriate incentives to limit costs.

6-1-1-2 The size and scope of individual contracts will depend on the magnitude, nature, and location of the project. For projects requiring a variety of goods and works, separate contracts generally are awarded for the supply and/or installation of different items of equipment and plant and for the works.

6-1-1-3 For a project requiring similar but separate items of equipment or works, bids may be invited under alternative contract options that would attract the interest of both small and large firms, which could be allowed, at their option, to bid for individual contracts (slices) or for a group of similar contracts (package). All bids and combinations of bids shall be received by the same deadline and opened and evaluated simultaneously so as to determine the bid or combination of bids offering the lowest evaluated cost to the Borrower.

6-1-1-4 In certain cases the Saman Bank may accept or require a turnkey contract under which the design and engineering, the supply and installation of equipment, and the construction of a complete facility or works are provided under one contract. Alternatively, the Borrower may remain responsible for the design and engineering, and invite bids for a single responsibility contract for the supply and installation of all goods and works required for the project component. Design and build, and management contracting contracts are also acceptable where appropriate.

6-1-1-5 In construction, a management contractor usually does not perform the work directly but contracts out and manages the work of other contractors, taking on the full responsibility and risk for price, quality, and timely performance.

### **6-1-2 Two-Stage Bidding**

In the case of turnkey contracts or contracts for large complex facilities or works of a special nature or complex information and communication technology, it may be undesirable or impractical to prepare complete technical specifications in advance. In such a case, a two-stage bidding procedure may be used, under which first unpriced technical and for performance-based contracting. proposals on the basis of a conceptual design or performance specifications are invited, subject to technical as well as commercial clarifications and adjustments, to be followed by amended bidding documents and the submission of final technical proposals and priced bids in the second stage.

In revising the bidding documents in the second stage the Borrower should respect the confidentiality of the bidders' technical proposals used in the first stage, consistent with requirements of transparency and intellectual property rights

### **6-1-3 Notification and Advertising**

6-1-3-1 Timely notification of bidding opportunities is essential in competitive bidding. For projects that include ICB the Borrower is required to prepare and submit to the Saman Bank a draft General Procurement Notice. The Saman Bank will arrange for its publication in relation News sources . The Notice shall contain information concerning the Borrower (or prospective Borrower), amount and purpose of the loan, scope of procurement under ICB, and the name, telephone (or fax) number, and address of the Borrower 's agency responsible for procurement and the address of the Website where specific procurement notices will be posted.

If known, the scheduled date for availability of prequalification or bidding documents should be indicated. The related prequalification or bidding documents, as the case may be, shall not be released to the public earlier than the date of publication of the General Procurement Notice.

6-13-2 Invitations to prequalify or to bid, as the case may be, shall be advertised as Specific Procurement Notices in at least one newspaper of national circulation in the Borrower 's country. Such invitations shall also be published relation news sources. Notification shall be given in sufficient time to enable prospective bidders to obtain prequalification or bidding documents and prepare and submit their responses.

#### **6-1-4 Prequalification of Bidders**

6-1-4-1 Prequalification is usually necessary for large or complex works, or in any other circumstances in which the high costs of preparing detailed bids could discourage competition, such as custom-designed equipment, industrial plant, specialized services, some complex information and technology and contracts to be let under turnkey, design and build, or management contracting. This also ensures that invitations to bid are extended only to those who have adequate capabilities and resources. Prequalification shall be based entirely upon the capability and resources of prospective bidders to perform the particular contract satisfactorily, taking into account their:

- a) experience and past performance on similar contracts,
- b) capabilities with respect to personnel, equipment, and construction or manufacturing facilities, and
- c) financial position.

6-1-4-2 The invitation to prequalify for bidding on specific contracts or groups of similar contracts shall be advertised and notified as described in paragraphs and above. The scope of the contract and a clear statement of the requirements for qualification shall be sent to those who responded to the invitation. All such applicants that meet the specified criteria shall be allowed to bid.

6-1-4-3 the standard documents of prequalification shall be sent to those who responded to the invitation.

6-1-4-4 Borrowers shall inform all applicants of the results of prequalification. As soon as prequalification is completed, the bidding documents shall be made available to the qualified prospective bidders. For prequalification for groups of contracts to be awarded over a period of time, a limit for the number or total value

of awards to any one bidder may be made on the basis of the bidder 's resources. The list of prequalified firms in such instances shall be updated periodically. Verification of the information provided in the submission for prequalification shall be confirmed at the time of award of contract, and award may be denied to a bidder that is judged to no longer have the capability or resources to successfully perform the contract.

## 6-1-5 Bidding Documents

6-1-5-1 The bidding documents shall furnish all information necessary for a prospective bidder to prepare a bid for the goods and works to be provided. While the detail and complexity of these documents may vary with the size and nature of the proposed bid package and contract, they generally include:

- invitation to bid;
- instructions to bidders;
- form of bid;
- form of contract;
- conditions of contract,
- both general and special; specifications and drawings; relevant technical data (including of geological and environmental nature);
- list of goods or bill of quantities;
- delivery time or schedule of completion; and necessary appendices, such as formats for various securities.

6-1-5-2 The basis for bid evaluation and selection of the lowest evaluated bid shall be clearly outlined in the instructions to bidders and/or the specifications. If a fee is charged for the bidding documents, it shall be reasonable and reflect only the cost of their printing and delivery to prospective bidders, and shall not be so high as to discourage qualified bidders.

6-1-5-3 The Borrower may use an electronic system to distribute bidding documents, provided that the Saman Bank is satisfied with the adequacy of such system. If bidding documents are distributed electronically,

6-1-5-4 the electronic system shall be secure to avoid modifications to the bidding documents and shall not restrict the access of Bidders to the bidding documents. Saman Bank on critical components of the bidding documents are given in the following paragraphs.

6-1-5-5 Borrowers shall use the appropriate Standard Bidding Documents (SBDs) issued by the Saman Bank with minimum changes, acceptable to the Bank, as necessary to address project-specific conditions. Any such changes shall be

introduced only through bid or contract data sheets, or through special conditions of contract, and not by introducing changes in the standard wording of the Bank's SBDs. Where no relevant standard bidding documents have been issued, the Borrower shall use other internationally recognized standard conditions of contract and contract forms acceptable to the Bank.

#### 6-1-6 Validity of Bids and Bid Security

6-1-6-1 Bidders shall be required to submit bids valid for a period specified in the bidding documents which shall be sufficient to enable the Borrower to complete .

6-1-6-2 Borrowers have the option of requiring a bid security. When used, the bid security shall be in the amount and form specified in the bidding documents and shall remain valid for a period of four weeks beyond the validity period for the bids, in order to provide reasonable time for the Borrower to act if the security is to be called. Bid security shall be released to unsuccessful bidders once the contract has been signed with the winning bidder. In place of a bid security, the Borrower may require bidders to sign a declaration

6-1-6-3 The format of the bid security shall be in accordance with the standard bidding documents and shall be issued by a reputable Saman Bank or financial institution selected by the bidder. If the institution issuing the security is located outside the country of the Borrower, it shall have a correspondent financial institution located in the country of Borrower to make it enforceable. accepting that if they withdraw or modify their bids during the period of validity or they are awarded the contract and they fail to sign the contract or to submit a performance security before the deadline defined in the bidding documents, the bidder will be suspended for a period of time from being eligible for bidding in any contract with the Borrower.

#### Language

6-1-7 Prequalification and bidding documents and the bids shall be prepared in one of the following languages, selected by the Borrower: English, or Persian . The contract signed with the winning bidder shall be written in the language so selected for the bidding documents, and this language shall be the one that governs the contractual relations between the Borrower and the winning bidder. In addition to being prepared in English, or Persian , the prequalification and bidding documents may, at the Borrower 's option, also be prepared in the national language of the Borrower 's country (or the language used nation-wide in the borrower 's country for commercial transactions). If the prequalification and bidding documents are

prepared in two languages, bidders shall be permitted to submit their bids in either of these two languages. In such case, the contract signed with the winning bidder shall be written in the language in which its bid was submitted, in which case this language shall be the one that governs the contractual relations between the Borrower and the winning bidder. If the contract is signed in a language other than English, or Persian, and the contract is subject to Bank's prior review, the Borrower shall provide the Saman Bank with a translation of the contract in the internationally used language in which the bidding documents were prepared. Bidders shall not be required nor permitted to sign contracts in two languages.

#### 6-1-8 Clarity of Bidding Documents

6-1-8-1 Bidding documents shall be so worded as to permit and encourage international competition and shall set forth clearly and precisely the work to be carried out, the location of the work, the goods to be supplied, the place of delivery or installation, the schedule for delivery or completion, minimum performance requirements, and the warranty and maintenance requirements, as well as any other pertinent terms and conditions. In addition, the bidding documents, where appropriate, shall define the tests, standards, and methods that will be employed to judge the conformity of equipment as delivered, or works as performed, with the specifications. Drawings shall be consistent with the text of the specifications, and an order of precedence between the two shall be specified.

6-1-8-2 The bidding documents shall specify any factors, in addition to price, which will be taken into account in evaluating bids, and how such factors will be quantified or otherwise evaluated. If bids based on alternative designs, materials, completion schedules, payment terms, etc., are permitted, conditions for their acceptability and the method of their evaluation shall be expressly stated.

6-1-8-3 All prospective bidders shall be provided the same information, and shall be assured of equal opportunities to obtain additional information on a timely basis. Borrowers shall provide reasonable access to project sites for visits by prospective bidders. For works or complex supply contracts, particularly for those requiring refurbishing existing works or equipment, a pre-bid conference may be arranged whereby potential bidders may meet with the Borrower representatives to seek clarifications (in person or online). Minutes of the conference shall be provided to all prospective bidders with a copy to the Saman Bank (in hard copy or sent electronically). Any additional information, clarification, correction of errors, or modifications of bidding documents shall be sent to each recipient of the original bidding documents in sufficient time before the deadline for receipt of bids to enable bidders to take appropriate actions. If necessary, the deadline shall be

extended. The Saman Bank shall receive a copy (in hard copy format or sent electronically) and be consulted for issuing a "No objection" when the contract is subject to prior review.

#### 6-1-9 Standards

Standards and technical specifications quoted in bidding documents shall promote the broadest possible competition, while assuring the critical performance or other requirements for the goods and/or works under procurement. As far as possible, the Borrower shall specify internationally accepted standards such as those issued by the International Standards Organization with which the equipment or materials or workmanship shall comply. Where such international standards are unavailable or are inappropriate, national standards may be specified. In all cases, the bidding documents shall state that equipment, material, or workmanship meeting other standards, which promise at least substantial equivalence, will also be accepted.

#### Use of Brand Names

6-1-10 Specifications shall be based on relevant characteristics and/or performance requirements. References to brand names, catalog numbers, or similar classifications shall be avoided. If it is necessary to quote a brand name or catalog number of a particular manufacturer to clarify an otherwise incomplete specification, the words "or equivalent" shall be added after such reference.

The specification shall permit the acceptance of offers for goods which have similar characteristics and which provide performance at least substantially equivalent to those specified.

#### 6-1-11 Pricing

6-1-11-1 Bids for goods shall be invited on the basis of CIP (place of destination) for all goods manufactured abroad, including those previously imported, and EXW (ex works, ex factory, or off-the-shelf) plus cost of inland transportation and insurance to the place of destination for goods manufactured or assembled in the country of the Borrower. Bidders shall be allowed to arrange for ocean and other transportation and related insurance from any eligible source.<sup>34</sup> Where installation, commissioning, or other similar services are required to be performed by the bidder, as in the case of "Supply and installation" contracts, the bidder shall be required to quote for these services, in addition.

6-1-11-2 In the case of turnkey contracts, the bidder shall be required to quote the price of the installed plant at site, including all costs for supply of equipment, marine and local

transportation and insurance, installation, and commissioning, as well as associated works and all other services included in the scope of contract such as design,

maintenance, operation, etc. Unless otherwise specified in the bidding documents, the turnkey price shall include all duties, taxes, and other levies.

6-1-11-3 Bidders for works contracts shall be required to quote unit prices or lump sum prices for the performance of the works, and such prices shall include all duties, taxes, and other levies. Bidders shall be allowed to obtain all inputs (except for unskilled labor) from any eligible source so that they may offer their most competitive bids.

6-1-11-4 Goods in bids for turnkey contracts may be invited on the basis of DDP (named place of destination) and Bidders should be free to choose the best arrangement between imported goods or goods manufactured in the country of the Borrower, in the preparation of their bids.

#### 6-1-12 Price Adjustment

6-1-12-1 Bidding documents shall state either that (a) bid prices will be fixed or (b) that price adjustments will be made to reflect any changes (upwards or downwards) in major cost components of the contract, such as labor, equipment, materials, and fuel. Price adjustment provisions are usually not necessary in simple contracts involving delivery of goods or completion of works within eighteen months, but shall be included in contracts which extend beyond eighteen months. However, it is normal commercial practice to obtain firm prices for some types of equipment regardless of the delivery time and, in such cases, price adjustment provisions are not needed.

6-1-12-2 Prices may be adjusted by the use of a prescribed formula (or formulae) which breaks down the total price into components that are adjusted by price indices specified for each component or, alternatively, on the basis of documentary evidence (including actual invoices) provided by the supplier or contractor. The use of the formula method of price adjustment is preferable to that of documentary evidence. The method to be used, the formula (if applicable), and the base date for application shall be clearly defined in the bidding documents. If the payment currency is different from the source of the input and corresponding index, a correction factor shall be applied in the formula, to avoid incorrect adjustment.

#### 6-1-13 Transportation and Insurance

6-1-13-1 Bidding documents shall permit suppliers and contractors to arrange transportation and insurance from any eligible source. Bidding documents shall state the types and terms of insurance to be provided by the bidder. The indemnity payable under transportation insurance shall be at least 110 percent of the contract

amount in the currency of the contract or in a freely convertible currency to enable prompt replacement of lost or damaged goods. For works, a contractor's All Risk form of policy usually shall be specified. For large projects with several contractors on a site, a \_rap-up\_ or total project insurance arrangement may be obtained by the Borrower, in which case the Borrower shall seek competition for such insurance.

6-1-13-2 As an exception, if a Borrower wishes to reserve transportation and insurance for the import of goods to national companies or other designated sources, bidders shall be asked to quote FCA (named place) or CPT (named place of destination)<sup>36</sup> prices in addition to the CIP (place of destination) price specified in paragraph 2.21. Selection of the lowest evaluated bid shall be on the basis of the CIP (place of destination) price, but the Borrower may sign the contract on FCA or CPT terms and make its own arrangement for transportation and/or insurance. Under such circumstances, the contract shall be limited to the FCA or CPT cost. If the Borrower does not wish to obtain insurance coverage in the market, evidence shall be provided to the Saman Bank that resources are readily available for prompt payment in a freely convertible currency of the indemnities required to replace lost or damaged goods.

#### 6-1-14 Currency Provisions

Bidding documents shall state the currency or currencies in which bidders are to state their prices, the procedure for conversion of prices expressed in different currencies into a single currency for the purpose of comparing bids, and the currencies in which the contract price will be paid. The following provisions (paragraphs 6-1-15) are intended to :

- a) ensure that bidders have the opportunity to minimize any exchange risk with regard to the currency of bid and of payment, and hence may offer their best prices;
- b) give bidders in countries with weak currencies the option to use a stronger currency and thus provide a firmer basis for their bid price; and
- c) Ensure fairness and transparency in the evaluation process

#### 6-1-15 Currency of Bid

6-1-15-1 Bidding documents shall state that the bidder may express the bid price in any currency. If the bidder wishes to express the bid price as a sum of amounts in different foreign currencies, they may do so, provided the price includes no more than three foreign currencies. Furthermore, the Borrower may require bidders to state the portion of the bid price representing local costs incurred in the currency of the country of the Borrower.

6-1-15-2 In bidding documents for works, the Borrower may require bidders to state the bid price entirely in the local currency, along with the requirements for payments in up to three foreign currencies of their choice for expected inputs from outside the Borrower 's country, expressed as a percentage of the bid price,

6-1-16 Referred to hereafter as local currency.

together with the exchange rates used in such calculations. Currency Conversion for Bid Comparison . The bid price is the sum of all payments in various currencies required by the bidder. For the purpose of comparing prices, bid prices shall be converted to a single currency selected by the Borrower (local currency or fully convertible foreign currency) and stated in the bidding documents. The Borrower shall make this conversion by using the selling (exchange) rates for those currencies quoted by an official source (such as the Central Bank) or by a commercial Bank or by an internationally circulated newspaper for similar transactions on a date selected in advance, such source and date to be specified in the bidding documents, provided that the date shall not be earlier than four weeks prior to the deadline for the receipt of bids, nor later than the original date for the expiry of the period of bid validity.

6-1-17 Currency of Payment

6-1-17-1 Payment of the contract price shall be made in the currency or currencies in which the bid price is expressed in the bid of the successful bidder.

6-1-17-2 When the bid price is required to be stated in the local currency but the bidder has requested payment in foreign currencies expressed as a percentage of the bid price, the exchange rates to be used for purposes of payments shall be those specified by the bidder in the bid, so as to ensure that the value of the foreign currency portions of the bid is maintained without any loss or gain.

6-1-18 Terms and Methods of Payment

6-1-18-1 Payment terms shall be in accordance with the international commercial practices applicable to the specific goods and works.

6-1-18-2 Contracts for supply of goods shall provide for full payment on the delivery and inspection, if so required, of the contracted goods except for contracts involving installation and commissioning, in which case a portion of the payment may be made after the Supplier has complied with all its obligations under the contract. The use of letters of credit is encouraged so as to assure prompt payment to the supplier. In major contracts for equipment and plant, provision shall be made for suitable advances and, in contracts of long duration, for progress payments during the period of manufacture or assembly.

6-1-18-3 Contracts for works shall provide in appropriate cases for mobilization advances, advances on contractor's equipment and materials, regular progress payments, and reasonable retention amounts to be released upon compliance with the Contractor's obligations under contract

6-1-18-4 Any advance payment for mobilization and similar expenses, made upon signature of a contract for goods or works, shall be related to the estimated amount of these expenses and be specified in the bidding documents. Amounts and timing of other advances to be made, such as for materials delivered to the site for incorporation in the works, shall also be specified. The bidding documents shall specify the arrangements for any security required for advance payments.

6-1-18-5 Bidding documents shall specify the payment method and terms offered, whether alternative payment methods and terms will be allowed and, if so, how the terms will affect bid evaluation.

#### 6-1-19 Alternative Bids

The bidding documents shall clearly indicate when bidders are allowed to submit alternative bids, how alternative bids should be submitted, how bid prices should be offered and the basis on which alternative bids shall be evaluated.

#### 6-1-20 Conditions of Contract

The contract documents shall clearly define the scope of work to be performed, the goods to be supplied, the rights and obligations of the Borrower and of the supplier or contractor, and the functions and authority of the engineer, architect, or construction manager, if one is employed by the Borrower, in the supervision and administration of the contract.

In addition to the general conditions of contract, any special conditions particular to the specific goods or works to be procured and the location of the project shall be included. The conditions of contract shall provide a balanced allocation of risks and liabilities.

#### 6-1-21 Performance Security

6-1-21-1 Bidding documents for works shall require security in an amount sufficient to protect the Borrower in case of breach of contract by the Contractor. This security shall be provided in an appropriate form and amount, as specified by the Borrower in the bidding document. The amount of the security may vary, depending on the type of security furnished and on the nature and magnitude of the works. A portion of this security shall extend sufficiently beyond the date of completion of the works to cover the defects liability or maintenance period up to

final acceptance by the Borrower; alternatively, contracts may provide for a percentage of each periodic payment to be held as retention money until final acceptance. Contractors may be allowed to replace retention money with an equivalent security after provisional acceptance.

6-1-21-2 The format of the performance security shall be in accordance with the standard bidding documents and shall be issued by a reputable Saman Bank or financial institution selected by the bidder. If the institution issuing the security is located outside the country of the Borrower, it shall have a correspondent financial institution located in the country of Borrower to make it enforceable .

6-1-21-3 In contracts for the supply of goods, the need for performance security depends on the market conditions and commercial practice for the particular kind of goods. Suppliers or manufacturers may be required to provide a guarantee to protect against nonperformance of the contract. Such security in an appropriate amount may also cover warranty obligations or, alternatively, a percentage of the payments may be held as retention money to cover warranty obligations, and any installation or commissioning requirements. The security or retention money shall be reasonable in amount.

#### 6-1-22 Liquidated Damages and Bonus Clauses

Provisions for liquidated damages or similar provisions in an appropriate amount shall be included in the conditions of contract when delays in the delivery of goods, completion of works or failure of the goods or works to meet performance requirements would result in extra cost, or loss of revenue or loss of other benefits to the Borrower. Provision may also be made for a bonus to be paid to suppliers or contractors for completion of works or delivery of goods ahead of the times specified in the contract when such earlier completion or delivery would be of benefit to the Borrower.

#### 6-1-23 Force Majeure

The conditions of contract shall stipulate that failure on the part of the parties to perform their obligations under the contract will not be considered a default if such failure is the result of an event of force majeure as defined in the conditions of contract.

#### 6-1-24 Applicable Law and Settlement of Disputes

6-1-24-1 The conditions of contract shall include provisions dealing with the applicable law and the forum for the settlement of disputes. International commercial arbitration has practical advantages over other methods for the settlement of disputes. Therefore, the Bank recommends that Borrowers use this type of arbitration in contracts for the procurement of goods and works.

6-1-24-2 The Saman Bank shall not be named arbitrator or be asked to name an arbitrator. In case of works contracts, supply and installation contracts, and turnkey contracts, the dispute settlement provision shall also include mechanisms such as dispute review boards or adjudicators, which are designed to permit a speedier dispute settlement.

6-1-24-3 It is understood, however, that officials of the International Centre for Settlement of Investment Disputes (ICSID) shall remain free to name arbitrators in their capacity as ICSID officials.

## 6-2 Bid Opening, Evaluation, and Award of Contract

### Time for Preparation of Bids

The time allowed for the preparation and submission of bids shall be determined with due consideration of the particular circumstances of the project and the magnitude and complexity of the contract. Generally, not less than six weeks from the date of the invitation to bid or the date of availability of bidding documents, whichever is later, shall be allowed for ICB. Where large works or complex items of equipment are involved, this period shall generally be not less than twelve weeks to enable prospective bidders to conduct investigations before submitting their bids. In such cases, the Borrower is encouraged to convene pre-bid conferences and arrange site visits. Bidders shall be permitted to submit bids by mail or by hand. Borrowers may also use electronic systems permitting bidders to submit bids by electronic means, provided the Saman Bank is satisfied with the adequacy of the system, including, inter alia, that the system is secure, maintains the confidentiality and authenticity of bids submitted, uses an electronic signature system or equivalent to keep bidders bound to their bids, and only allows bids to be opened with due simultaneous electronic authorization of the bidder and the Borrower. In this case, bidders shall continue to have the option to submit their bids in hard copy. The deadline and place for receipt of bids shall be specified in the invitation to bid.

### 6-3 Bid Opening Procedures

6-3-1 The time for the bid opening shall be the same as for the deadline for receipt of bids or promptly thereafter, and shall be announced, together with the place for

bid opening, in the invitation to bid. The Borrower shall open all bids at the stipulated time and place. Bids shall be opened in public; bidders or their representatives shall be allowed to be present (in person or online, when electronic bidding is used).

6-3-2 The name of the bidder and total amount of each bid, and of any alternative bids if they have been requested or permitted, shall be read aloud (and posted online when electronic bidding is used) and recorded when opened and a copy of this record shall be promptly sent to the Saman Bank and to all bidders who submitted bids in time. Bids received after the time stipulated, as well as those not opened and read out at bid opening, shall not be considered.

6-3-3 Except as otherwise provided in paragraphs 6-10-4 and 6-10-5 of these Guidelines, bidders shall not be requested or permitted to alter their bids after the deadline for receipt of bids. The Borrower shall ask bidders for clarification needed to evaluate their bids but shall not ask or permit bidders to change the substance or price of their bids after the bid opening. Requests for clarification and the bidders' responses shall be made in writing, in hard copy or by an electronic system satisfactory to the Bank.

6-3-4 After the public opening of bids, information relating to the examination, clarification, and evaluation of bids and recommendations concerning awards shall not be disclosed to bidders or other persons not officially concerned with this process until the publication of contract award.

#### 6-4 Examination of Bids

The Borrower shall ascertain whether the bids

- a) meet the eligibility requirements specified in paragraph 5-2 of these Guidelines,
- b) have been properly signed,
- c) are accompanied by the required securities or required declaration signed as specified in paragraph 6-1-6-2 of the Guidelines,
- d) are substantially responsive to the bidding documents, and
- v) are otherwise generally in order.

If a bid is not substantially responsive, that is, it contains material deviations from or reservations to the terms, conditions, and specifications in the bidding documents, it shall not be considered further. The bidder shall not be permitted to correct or withdraw material deviations or reservations once bids have been opened.

## 6-5 Evaluation and Comparison of Bids

6-5-1 The purpose of bid evaluation is to determine the cost to the Borrower of each bid in a manner that permits a comparison on the basis of their evaluated cost. Subject to paragraph 6-8 , the bid with the lowest evaluated cost,<sup>43</sup> but not necessarily the lowest submitted price, shall be selected for award.

6-5-2 The bid price read out at the bid opening shall be adjusted to correct any arithmetical errors. Also, for the purpose of evaluation, adjustments shall be made for any quantifiable nonmaterial deviations or reservations. Price adjustment provisions applying to the period of implementation of the contract shall not be taken into account in the evaluation.

6-5-3 The evaluation and comparison of bids shall be on CIP (place of destination) prices for the supply of imported goods and EXW prices, plus cost of inland transportation and insurance to the place of destination, for goods manufactured within the Borrower 's country, together with prices for any required installation, training, commissioning, and other similar services.

6-5-4 Borrowers may ask for prices on a CIF basis (and bids compared on that same basis) only when the goods are carried by sea and the goods are not containerized. CIF shall not be used for anything other than sea transport.

6-5-5 CIP condition can be use any transportation methods such as Freight or partial shipment .

6-5-6 The evaluation of bids shall not take into account:

- a) customs duties and other taxes levied on imported goods quoted CIP (which are excluded of custom duties);
- b) sales and similar taxes levied in connection with the sale or delivery of the goods.

6-5-7 Bidding documents shall also specify the relevant factors in addition to price to be considered in bid evaluation and the manner in which they will be applied for the purpose of determining the lowest evaluated bid. For goods and equipment, other factors may be taken into consideration including, among others, payment schedule, delivery time, operating costs, efficiency and compatibility of the equipment, availability of service and spare parts, and related training, safety, and environmental benefits. The factors other than price to be used for determining the lowest evaluated bid shall, to the extent practicable, be expressed in monetary terms, or given a relative weight in the evaluation provisions in the bidding documents.

6-5-8 Under works and turnkey contracts, contractors are responsible for all duties, taxes, and other levies,<sup>46</sup> and bidders shall take these factors into account in preparing their bids. The evaluation and comparison of bids shall be on this basis.

Bid evaluation for works shall be strictly in monetary terms. Any procedure under which bids above or below a predetermined assessment of bid values are Unless bidding documents specify otherwise for some automatically disqualified is not acceptable.

6-5-9 If time is a critical factor, the value of early completion to the Borrower may be taken into account according to criteria presented in the bidding documents, only if the conditions of contract provide for commensurate penalties for noncompliance.

6-5-10 The Borrower shall prepare a detailed report on the evaluation and comparison of bids setting forth the specific reasons on which the recommendation is based for the award of the contract. Domestic Preferences .At the request of the Borrower, and under conditions to be agreed under the Loan Agreement and set forth in the bidding documents, a margin of preference may be provided in the evaluation of bids for:

- (a) goods manufactured in the country of the Borrower when comparing bids offering such goods with those offering goods manufactured abroad; and
- (b) Domestic Preferences, when comparing bids from eligible domestic Contractors with those from foreign firms.

6-5-11 Where preference for domestically manufactured goods or for domestic Contractors is allowed, the methods and stages set forth in Appendix 9 to these Guidelines shall be followed in the evaluation and comparison of bids.

## 6-6 Extension of Validity of Bids

6-6-1 Borrowers shall complete evaluation of bids and award of contract within the initial period of bid validity so that extensions are not necessary. An extension of bid validity, if justified by exceptional circumstances, shall be requested in writing from all bidders before the expiration date. The extension shall be for the minimum period required to complete the evaluation, obtain the necessary approvals, and award the contract.

6-6-2 In the case of fixed price contracts, requests for second and subsequent extensions will be permissible only if the request for extension provides for an appropriate adjustment mechanism of the quoted price to reflect changes in the cost of inputs for the contract over the period of extension. Whenever an extension of bid validity period is requested,

6-6-3 bidders shall not be requested or be permitted to change the quoted (base) price or other conditions of their bid. Bidders shall have the right to refuse to grant such an extension. If the bidding documents require a bid security, bidders may exercise their right to refuse to grant such an extension without forfeiting their bid security, but those who are willing to extend the validity of their bid shall be required to provide a suitable extension of bid security.

#### 6-7 Post qualification of Bidders

If bidders have not been prequalified, the Borrower shall determine whether the bidder whose bid has been determined to offer the lowest evaluated cost has the capability and resources to effectively carry out the contract as offered in the bid. The criteria to be met shall be set out in the bidding documents, and if the bidder does not meet them, the bid shall be rejected. In such an event, the Borrower shall make a similar determination for the next- lowest evaluated bidder.

#### 6-8 Award of Contract

The Borrower shall award the contract, within the period of the validity of bids, to the bidder who meets the appropriate standards of capability and resources and whose bid has been determined

- (i) to be substantially responsive to the bidding documents and
- (ii) to offer the lowest evaluated cost. A bidder shall not be required, as a condition of award, to undertake responsibilities for work not stipulated in the bidding documents or otherwise to modify the bid as originally submitted.

#### 6-9 Publication of the Award of Contract

Within two weeks of receiving the Bank's "No objection" to the recommendation of contract award, the Borrower shall publish in Relation gazette. the results identifying the bid and lot numbers and the following information:

- (a) name of each bidder who submitted a bid;
- (b) bid prices as read out at bid opening;
- (c) name and evaluated prices of each bid that was evaluated;
- (d) name of bidders whose bids were rejected and the reasons for their rejection; and
- (e) name of the winning bidder, and the price it offered, as well as the duration and summary scope of the contract awarded.

#### 6-10 Rejection of All Bids

6-10-1 Bidding documents usually provide that Borrowers may reject all bids. Rejection of all bids is justified when there is lack of effective competition, or bids are not substantially responsive or when bid prices are substantially higher than existing budget. Lack of competition shall not be determined solely on the basis of the number of bidders. Even when only one bid is submitted, the bidding process may be considered valid, if the bid was satisfactorily advertised and prices are reasonable in comparison to market values. Borrowers may, after the Bank's prior approval, reject all bids.

6-10-2 If all bids are rejected, the Borrower shall review the causes justifying the rejection and consider making revisions to the conditions of contract, design and specifications, scope of the contract, or a combination of these, before inviting new bids.

6-10-3 If the rejection of all bids is due to lack of competition, wider advertising shall be considered. If the rejection is due to most or all of the bids being nonresponsive, new bids may be invited from the initially prequalified firms, or with the agreement of the Saman Bank from only those that submitted bids in the first instance.

6-10-4 All bids shall not be rejected and new bids invited on the same bidding and contract documents solely for the purpose of obtaining lower prices. If the lowest evaluated responsive bid exceeds the Borrower's pre-bid cost estimates by a substantial margin, the Borrower shall investigate causes for the excessive cost and consider requesting new bids as described in the previous paragraphs. Alternatively, the Borrower may negotiate with the lowest evaluated bidder to try to obtain a satisfactory contract through a reduction in the scope and/or a reallocation of risk and responsibility which can be reflected in a reduction of the contract price. However, substantial reduction in the scope or modification to the contract documents may require rebidding.

6-10-5 The Bank's prior approval shall be obtained before rejecting all bids, soliciting new bids, or entering into negotiations with the lowest evaluated bidder.

## 6-11 Debriefing

In the publication of Contract Award referred to in paragraph 2.60 the Borrower shall specify that any bidder who wishes to ascertain the grounds on which its bid was not selected, should request an explanation from the Borrower. The Borrower shall promptly provide an explanation of why such bid was not selected, either in writing and/or in a debriefing meeting, at the option of the Borrower. The requesting bidder shall bear all the costs of attending such a debriefing.

## 6-12 D. Modified ICB

### Operations Involving a Program of Imports

6-12-1 Where the loan provides financing for a program of imports, ICB with simplified advertising and currency provisions may be used for large-value contracts, as defined in the Loan Agreement.

6-12-2 Procurement of smaller contracts is normally carried out in accordance with procedures followed by the private or public entity handling the imports, or other established commercial practices acceptable to the Bank, as described in Para. 7-7

6-12-3 The simplified provisions for notification of ICB procurement do not require a General Procurement Notice. Specific Procurement Notices shall be inserted in at least one newspaper of national circulation in the Borrower 's country (or in the official gazette, if any, or in an electronic portal with free access) in relation network . The period allowed for submission of bids may be reduced to four weeks. Bidding and payment may be limited to one currency widely used in international trade.

#### 6-13 Procurement of Commodities

Market prices of commodities, such as grain, animal feed, cooking oil, fuel, fertilizer, and metals, fluctuate, depending upon the demand and supply at any particular time. Many are quoted in established commodity markets. Procurement often involves multiple awards for partial quantities to assure security of supply and multiple purchases over a period of time to take advantage of favorable market conditions and to keep inventories low. A list of prequalified bidders may be drawn up to whom periodic invitations are issued. Bidders may be invited to quote prices linked to the market price at the time of or prior to the shipments. Bid validities shall be as short as possible. A single currency in which the commodity is usually priced in the market, may be used for bidding and payment. The currency shall be specified in the bidding document. Bidding documents may permit telexed or faxed bids or bids submitted by electronic means, and in such cases either no bid security is required, or standing bid securities valid over a specified period of time have been submitted by prequalified bidders. Standard contract conditions and forms consistent with market practices shall be used.

### 7 . OTHER METHODS OF PROCUREMENT

#### General

This Section describes the methods of procurement that can be used where ICB would not be the most economic and efficient method of procurement, and where other methods are deemed more appropriate.<sup>51</sup> The Bank's policies with respect to margins of preference for domestically manufactured goods and works contracts do not apply to methods of procurement other than ICB.

Contracts shall not be divided into smaller units in order to make them less attractive for ICB procedures; any proposal to divide a contract into smaller packages shall require the prior approval of the Bank

### 7-1 Limited International Bidding

Limited International Bidding (LIB) is essentially ICB by direct invitation without open advertisement. It may be an appropriate method of procurement where

(a) there is only a limited number of suppliers, or  
(b) other exceptional reasons may justify departure from full ICB procedures. Under LIB, Borrowers shall seek bids from a list of potential suppliers broad enough to assure competitive prices, such list to include all suppliers when there are only a limited number. Domestic preferences are not applicable in the evaluation of bids under LIB. In all respects other than advertisement and preferences, ICB procedures shall apply, including the publication of the Award of Contract.

### 7-2 National Competitive Bidding

7-2-1 National Competitive Bidding (NCB) is the competitive bidding procedure normally used for public procurement in the country of the Borrower, and may be the most appropriate way of procuring goods or works which, by their nature or scope, are unlikely to attract foreign competition. To be acceptable for use in Bank-financed procurement, these procedures shall be reviewed and modified<sup>52</sup> as necessary to assure economy, efficiency, transparency, and broad consistency with the provisions included in Section I of these Guidelines. NCB may be the most appropriate method of procurement where foreign bidders are not expected to be interested because :

(a) the contract values are small,  
(b) works are scattered geographically or spread over time,  
(c) works are labor intensive, or  
(d) the goods or works are available locally at prices below the international market. NCB procedures may also be used where the advantages of ICB are clearly outweighed by the administrative or financial burden involved.

7-2-2 In this method of tender advertising may be limited to the national press or official gazette, or a free and open access website. Bidding documents may be only in a national language of the borrower 's country (or the language used nation-wide in the borrower 's country for commercial transactions), and the currency of the country of the Borrower is generally used for the purposes of bidding and payment. In addition, the bidding documents shall provide clear instructions on how bids should be submitted, how prices should be offered, and the place and time for submission of bids. Adequate response time for preparation and submission of bids shall be provided. The procedures shall provide for adequate competition in order to ensure reasonable prices, and methods used in the evaluation of bids and the award of contracts shall be objective and made known to all bidders in the bidding documents and not be applied arbitrarily. The procedures shall also include public opening of bids, publication of results of evaluation and of the award of contract and provisions for bidders to protest.

7-2-3 If foreign firms wish to participate under these circumstances, they shall be allowed to do so.

### 7-3 Shopping

Shopping is a procurement method based on comparing price quotations obtained from several suppliers (in the case of goods) or from several contractors (in the case of civil works), with a minimum of three, to assure competitive prices, and is an appropriate method for procuring readily available off-the- shelf goods or standard specification commodities of small value, or simple civil works of small value. Requests for quotations shall indicate the description and quantity of the goods or specifications of works, as well as desired delivery (or completion) time and place. Quotations may be submitted by letter, facsimile or by electronic means. The evaluation of quotations shall follow the same principles as of open bidding. The terms of the accepted offer shall be incorporated in a purchase order or brief contract.

### 7-4 Direct Contracting

7-4-1 Direct contracting is contracting without competition (single source) and may be an appropriate method under the following circumstances:

(a) An existing contract for goods or works, awarded in accordance with procedures acceptable to the Bank, may be extended for additional goods or works of a similar nature. The Bank shall be satisfied in such cases that no advantage could be obtained by further competition and that the prices on the extended

contract are reasonable. Provisions for such an extension, if considered likely in advance, shall be included in the original contract.

(b) Standardization of equipment or spare parts, to be compatible with existing equipment, may justify additional purchases from the original Supplier. For such purchases to be justified, the original equipment shall be suitable, the number of new items shall generally be less than the existing number, the price shall be reasonable, and the advantages of another make or source of equipment shall have been considered and rejected on grounds acceptable to the Bank.

(c) The required equipment is proprietary and obtainable only from one source.

(d) The Contractor responsible for a process design requires the purchase of critical items from a particular Supplier as a condition of a performance guarantee.

(e) In exceptional cases, such as in response to natural disasters.

7-4-2 After the contract signature, the Borrower shall publish in relation network . This publication may be done quarterly and in the format of a summarized table covering the previous period.

#### 7-5 Force Account

Force account, that is, construction by the use of the Borrower 's own personnel and equipment, may be the only practical method for constructing some kinds of works. The use of force account may be justified where:

(a) quantities of work involved cannot be defined in advance;

(b) works are small and scattered or in remote locations for which qualified construction firms are unlikely to bid at reasonable prices; considered a force account unit. "Force account" is otherwise known as "direct labor," "departmental forces," or "direct work."

(c) work is required to be carried out without disrupting ongoing operations;

(d) risks of unavoidable work interruption are better borne by the Borrower than by a Contractor; and

(e) there are emergencies needing prompt attention.

#### 7-6 Procurement Agents

Where Borrowers lack the necessary organization, resources, and experience, Borrowers may wish (or be required by the Bank) to employ, as their agent, a firm specializing in handling procurement. The agent shall follow all the procurement procedures provided for in the Loan Agreement and as further elaborated in the Procurement Plan approved by the Saman Bank on behalf of the Borrower,

7-6-2 Pre shipment inspection and certification of imports is one of the safeguards for the Borrower, particularly where the country has a large import program. The

inspection and certification usually covers quality, quantity, and reasonableness of price. Imports procured through ICB procedures shall not be subject to price verification, but only verification for quality and quantity. However, imports not procured through ICB may additionally be subjected to price verification. The inspection agents are ordinarily paid for on a fee basis levied on the value of the goods. Costs for certification of imports shall not be considered in the evaluation of bids under ICB. . Procurement in Loans to Financial Intermediaries .

7-7 Where the loan provides funds to an intermediary institution such as an agricultural credit institution or a development finance company, to be re-lent to beneficiaries such as individuals, private sector enterprises, small and medium enterprises, or autonomous commercial enterprises in the public sector for the partial financing of subprojects, the procurement is usually undertaken by the respective beneficiaries in accordance with established private sector or commercial practices, which are acceptable to the Bank. However, even in these situations, ICB may be the most appropriate procurement method for the purchase of large single items or in cases where large quantities of like goods can be grouped together for bulk purchasing.

#### 7-8 Procurement under BOO/BOT/BOOT, Concessions and Similar Private Sector Arrangements

Where the Saman Bank is participating in financing the cost of a project procured under a

BOO/BOT/ BOOT,<sup>55</sup> concessions or similar type of private sector arrangement, either of the following procurement procedures shall be used, as provided for in the Loan Agreement and further elaborated in the Procurement Plan approved by the Bank:

(a) The concessionaire or entrepreneur under the BOO/BOT/ BOOT or similar type of contract<sup>56</sup> shall be selected under ICB procedures acceptable to the Bank, which may include several stages in order to arrive at the optimal combination of evaluation criteria, such as the cost and magnitude of the financing offered, the performance specifications of the facilities offered, the cost charged to the user or purchaser, other income generated for the Borrower or purchaser by the facility, and the period of the facility's depreciation. The said entrepreneur selected in this manner shall then be free to procure the goods, works, and services required for the facility from eligible sources, using its own procedures. In this case, the Project Appraisal Document, and the Loan Agreement shall specify the type of expenditures incurred by the said entrepreneur towards which Bank financing will apply. Or,

(b) If the said concessionaire or entrepreneur has not been selected in the manner set forth in above, the goods, works, or services required for the facility and to be financed by the Saman Bank shall be procured in accordance with ICB procedures defined in Section 6-12.

#### 7-9 Performance-Based Procurement

7-9-1 Performance Based Procurement, also called Output-Based Procurement, refers to competitive procurement processes (ICB or NCB) resulting in a contractual relationship where payments are made for measured outputs instead of the traditional way where inputs are measured. The technical specifications define the desired result and which outputs will be measured including how they will be measured. Those outputs aim at satisfying a functional need both in terms of quality, quantity and reliability. Payment is made in accordance with the quantity of outputs delivered, subject to their delivery at the level of quality required. Reductions from payments (or retentions) may be made for lower-quality level of outputs and, in certain cases, premiums may be paid for higher quality level of outputs. The bidding documents do not normally prescribe the inputs, nor a work method for the contractor. The contractor is free to propose the most appropriate solution, based on mature and well proven experience and shall demonstrate that the level of quality specified in the bidding documents will be achieved.

7-9-2 Performance Based Procurement (or Output Based Procurement) can involve:

- (a) the provision of services to be paid on the basis of outputs;
- (b) design, supply, construction (or rehabilitation) and commissioning of a facility to be operated by the borrower; or
- (c) design, supply, construction (or rehabilitation) of a facility and provision of services for its operation and maintenance for a defined period of years after its commissioning.<sup>58</sup> For the cases where design, supply and/or construction are required, prequalification is normally required and the use of Two-Stage Bidding as indicated in paragraph 6-1-2 shall apply , Examples of such type of procurement are:
  - (i) for the case of procurement of services: provision of medical services, i.e. payments for specific services, like office visits, or defined laboratory tests, etc. ;
  - (ii) for the case of procurement of a facility: Design, Procurement, Construction, and Commissioning of a thermal power plant to be operated by the borrower;
  - (iii) for the case of procurement of a facility and services: Design, Procurement, Construction (or Rehabilitation) of a road and operation and maintenance of the road for 5 years after construction.

#### 7-10 Procurement under Loans Guaranteed by the Bank

If the Saman Bank guarantees the repayment of a loan made by another lender, the goods and works financed by the said loan shall be procured with due attention to economy and efficiency and in accordance with procedures which meet the requirements of paragraph 1.5.

#### 7-11 Community Participation in Procurement

Where, in the interest of project sustainability, or to achieve certain specific social objectives of the project, it is desirable in selected project components to

(a) call for the participation of local communities and/or nongovernmental organizations (NGOs) in the delivery of services, or

(b) increase the utilization of local know-how and materials, or

(c) employ labor-intensive and other appropriate technologies, the procurement procedures, specifications, and contract packaging shall be suitably adapted to reflect these considerations, provided these are efficient and are acceptable to the Bank. The procedures proposed and the project components to be carried out by community participation shall be outlined in Loan Agreement and further elaborated in the Procurement Plan or the relevant project implementation document approved by the Bank.

### 8- REVIEW BY THE BANK OF PROCUREMENT DECISIONS

#### 8-1 Scheduling of Procurement

The Saman Bank shall review the procurement arrangements proposed by the Borrower in the Procurement Plan for its conformity with the Loan Agreement and these Guidelines. The Procurement Plan shall cover an initial period of at least 18 months. The Borrower shall update the Procurement Plan on an annual basis or as needed always covering the next 18 months period of project implementation. Any revisions proposed to the Procurement Plan shall be furnished to the Saman Bank for its prior approval.

#### 8-2 Prior Review

With respect to all contracts<sup>8</sup> which are subject to the Bank's prior review:

8-2-1 In cases where prequalification is used, the Borrower shall, before prequalification submissions are invited, furnish the Saman Bank with the draft documents to be used, including the text of the invitation to prequalify, the prequalification questionnaire, and the evaluation methodology, together with a description of the advertising procedures to be followed, and shall introduce such modifications in said procedure and documents, as the Bank shall reasonably request. The report evaluating the applications received by the Borrower, the list of proposed prequalified bidders, together with a statement of their qualifications and

of the reasons for the exclusion of any applicant for prequalification, shall be furnished by the Borrower to the Bank for its comments before the applicants are notified of the Borrower's decision, and the Borrower shall make such additions to, deletions from, or modifications in the said list as the Saman Bank shall reasonably request.

For contracts procured on the basis of direct contracting, the Borrower shall furnish to the Saman Bank for its approval, prior to contract execution, a copy of the specifications and the draft contract. The contract shall be executed only after the Saman Bank has given its approval, and the provisions in (8-2-8) of this paragraph shall apply with respect to the executed contract.

8-2-2 Before bids are invited, the Borrower shall furnish to the Saman Bank for its comments, draft bidding documents, including the invitation to bid; instructions to bidders, including the basis of bid evaluation and contract award; and the conditions of contract and specifications for the civil works, supply of goods, or installation of equipment, etc., as the case may be, together with a description of the advertising procedures to be followed for the bidding (if prequalification has not been used), and shall make such modifications in the said documents as the Saman Bank shall reasonably request. Any further modification shall require the Bank's approval before it is issued to the prospective bidders

8-2-3 After bids have been received and evaluated, the Borrower shall, before a final decision on the award is made, furnish to the Bank, in sufficient time for its review, a detailed report (prepared, if the Saman Bank shall so request, by experts acceptable to the Bank), on the evaluation and comparison of the bids received, together with the recommendations for award and such other information as the Saman Bank shall reasonably request. The Saman Bank shall, if it determines that the intended award would be inconsistent with the Loan Agreement and/or the Procurement Plan, promptly inform the Borrower and state the reasons for such determination. Otherwise, the Bank shall provide its no objection to the recommendation for contract award. The Borrower shall award the contract only after receiving the "No objection" from the Bank.

8-2-4 If the Borrower requires an extension of bid validity to complete the process of evaluation, obtain necessary approvals and clearances, and to make the award, it should seek the Bank's prior approval for the first request for extension, if it is longer than four weeks, and for all subsequent requests for extension, irrespective of the period.

8-2-5 If after publication of the results of evaluation, the Borrower receives protests or complaints from bidders, a copy of the complaint and a copy of the Borrower's response shall be sent to the Saman Bank for information.

8-2-6 If as result of analysis of a protest the borrower changes its contract award recommendation, the reasons for such decision and a revised evaluation report shall be submitted to the Bank for no objection. The Borrower shall provide a republication of the contract award in the format of these Guidelines.

8-2-7 The terms and conditions of a contract shall not, without the Bank's prior approval, materially differ from those on which bids were asked or prequalification of Contractors, if any, was invited.

8-2-8 One conformed copy of the contract shall be furnished to the Saman Bank promptly after its execution and prior to delivery to the Saman Bank of the first application for withdrawal of funds from the Loan Account in respect of such contract. Where payments for the contract are to be made out of a Special Account (SA), a copy of the contract shall be furnished to the Saman Bank prior to the making of the first payment out of the SA in respect of such contract.

8-2-9 All evaluation reports shall be accompanied by a summary of the procurement on a form provided by the Bank. The description and amount of the contract, together with the name and address of the successful bidder, shall be subject to release by the Bank upon receipt of the signed copy of the contract.

### 8-3 . Modifications.

In the case of contracts subject to prior review, before granting a material extension of the stipulated time for performance of a contract, agreeing to any modification or waiver of the conditions of such contract, including issuing any change order or orders under such contract (except in cases of extreme urgency) which would in aggregate increase the original amount of the contract by more than 15 percent of the original price, the Borrower shall seek the Bank's no objection to the proposed extension, modification, or change order. If the Bank determines that the proposal would be inconsistent with the provisions of the Loan Agreement and/or Procurement Plan, it shall promptly inform the Borrower and state the reasons for its determination. A copy of all amendments to the contract shall be furnished to the Saman Bank for its record.

### 8-4. Translations.

If a contract awarded under ICB procedures is subject to prior-review and is written in the national language,<sup>60</sup> (or the language used nation-wide in the borrower 's country for commercial transactions) a certified translation of the contract in the internationally used language specified in the bidding documents (English, French, or Spanish) shall be furnished to the Saman Bank together with the conformed copy of the contract. Such certified translations shall also be furnished to the Bank, for any subsequent modifications of such contracts.

## 8-5 Post Review

The Borrower shall retain all documentation with respect to each contract not governed by paragraph 8-2 during Project implementation and up to two years after the closing date of the Loan Agreement. This documentation would include, but not be limited to, the signed original of the contract, the analysis of the respective proposals, and recommendations for award, for examination by the Saman Bank or by its consultants. The Borrower shall also furnish such documentation to the Saman Bank upon request. If the Saman Bank determines that the goods, works or services were not procured in accordance with the agreed procedures, as reflected in the Loan Agreement and further detailed in the Procurement Plan approved by the Saman Bank or that the contract itself is not consistent with such procedures, it may declare misprocurement as established in paragraph 5-6 of the Guidelines. The Saman Bank shall promptly inform the Borrower the reasons for such determination.

## 9- DOMESTIC PREFERENCES

### 9-1 Preference for Domestically Manufactured Goods

9-1-1. The Borrower may, with the agreement of the Bank, grant a margin of preference in the evaluation of bids under ICB procedures to bids offering certain goods manufactured in the country of the Borrower, when compared to bids offering such goods manufactured elsewhere. In such cases, bidding documents shall clearly indicate any preference to be granted to domestic manufactured goods and the information required to establish the eligibility of a bid for such preference. The nationality of the manufacturer or Supplier is not a condition for such eligibility. The methods and stages set forth hereunder shall be followed in the evaluation and comparison of bids.

9-1-2. For comparison, responsive bids shall be classified in one of the following three groups:

(a) Group A: bids exclusively offering goods manufactured in the country of the Borrower if the bidder establishes to the satisfaction of the Borrower and the Saman Bank that

(i) labor, raw material, and components from within the country of the Borrower will account for 30 percent or more of the EXW price of the product offered, and  
(ii) the production facility in which those goods will be manufactured or assembled has been engaged in manufacturing/assembling such goods at least since the time of bid submission.

(b) Group B: all other bids offering goods manufactured in the country of the Borrower.

(c) Group C: bids offering goods manufactured abroad that have been already imported or that will be directly imported.

9-1-3. The price quoted for goods in bids of Groups A and B shall include all duties and taxes paid or payable on the basic materials or components purchased in the domestic market or imported, but shall exclude the sales and similar taxes on the finished product. The price quoted for goods in bids of Group C shall be on CIP (place of destination), which is exclusive of customs duties and other import taxes already paid or to be paid.

9-1-4. In the first step, all evaluated bids in each group shall be compared to determine the lowest bid in each group. Such lowest evaluated bids shall be compared with each other and if, as a result of this comparison, a bid from Group A or Group B is the lowest, it shall be selected for the award.

9-1-5. If as a result of the comparison under paragraph four above, the lowest evaluated bid is a bid from Group C, the lowest evaluated bid from Group C shall be further compared with the lowest evaluated bid from Group A after adding to the evaluated price of goods offered in the bid from Group C, for the purpose of this further comparison only, an amount equal to 15 percent of the CIP bid price. The lowest evaluated bid determined from this last comparison shall be selected.

9-1-6. In the case of single responsibility or turnkey contracts for the supply of a number of discrete items of equipment as well as major installation and/or construction services no margin of preference shall apply. However, with Bank's "No objection", bids for such contracts may be invited and evaluated on the basis of DDP62 (named place of destination) prices for goods manufactured abroad. This does not refer to the supply of goods with supervision of installation in the same contract which is considered a contract for the supply of goods, and therefore eligible for the application of domestic preference in the goods component.

## 9-2 Preference for Domestic Contractors

9-2-1 For contracts for works to be awarded on the basis of ICB, eligible Borrowers may, with the agreement of the Bank, grant a margin of preference of 7.5 percent to domestic contractors, in accordance with, and subject to, the following provisions:

(a) Contractors applying for such preference shall be asked to provide, as part of the data for qualification, such information, including details of ownership, as shall be required to determine whether, according to the classification established by the Borrower and accepted by the Bank, a particular contractor or group of contractors qualifies for a domestic preference. The bidding documents shall clearly indicate

the preference and the method that will be followed in the evaluation and comparison of bids to give effect to such preference.

(b) After bids have been received and reviewed by the Borrower, responsive bids shall be classified into the following groups:

(i) Group A: bids offered by domestic contractors eligible for the preference.

(ii) Group B: bids offered by other contractors.

For the purpose of evaluation and comparison of bids, an amount equal to 7.5 percent of the bid amount shall be added to bids received from Contractors in Group B.

## 10- GUIDANCE TO BIDDERS

### Purpose

This section provides guidance to potential bidders wishing to participate in Bank-financed procurement.

### 10-1 Responsibility for Procurement

10-1-1 The responsibility for the implementation of the project, and therefore for the payment of goods, works, and services under the project, rests solely with the Borrower. The Bank, for its part, is required by its Articles of Agreement to ensure that funds are paid from a Saman Bank loan only as expenditures are incurred. Disbursements of the proceeds of a loan are made only at the Borrower's request.

10-1-2 Supporting evidence that the funds are used in accordance with the Loan Agreement and/or the Procurement Plan shall be submitted with the Borrower's withdrawal application.

10-1-3 Payment may be made

(a) to reimburse the Borrower for payment(s) already made from its own resources,  
(b) directly to a third party (usually to a supplier or contractor), or

(c) to a commercial Bank for expenditures against a Saman Bank Special Commitment covering a commercial bank's letter of credit.

10-1-4 A complete description of the Bank's disbursement procedures is provided in the Disbursement Handbook (available on the Bank's website).

10-1-5 the Borrower is legally responsible for the procurement. It invites, receives, and evaluates bids, and awards the contract. The contract is between the Borrower and the supplier or contractor. The Saman Bank is not a party to the contract.

### 10-2 Bank's Role

10-2-1 . As stated in paragraph 5-5 of the Guidelines, the Saman Bank reviews the procurement procedures, documents, bid evaluations, award recommendations, and

the contract to ensure that the process is carried out in accordance with agreed procedures, as required in the Loan Agreement. In the case of major contracts, the documents are reviewed by the Saman Bank prior to their issue, as described in article 8 . Also, if, at any time in the procurement process (even after the award of contract), the Saman Bank concludes that the agreed procedures were not followed in any material respect, the Saman Bank may declare misprocurement, as described in article 5-6 . However, if a Borrower has awarded a contract after obtaining the Bank's "No objection," the Saman Bank will declare misprocurement only if the "No objection" was issued on the basis of incomplete, inaccurate, or misleading information furnished by the Borrower.

10-2-2 Furthermore, if the Saman Bank determines that corrupt or fraudulent practices were engaged in by representatives of the Borrower or of the bidder, the Saman Bank may impose the applicable sanctions set forth in article 5-8 of the Guidelines.

10-2-3 The Saman Bank has published Standard Bidding Documents (SBDs) for various types of procurement. As stated in article 6-1-5-5 of the Guidelines, it is mandatory for the Borrower to use these documents, with minimum changes to address country- and project-specific issues. The prequalification and bidding documents are finalized and issued by the Borrower.

### 10-3 Information on Bidding

Information on bidding opportunities under ICB may be obtained from the General Procurement Notice and the Specific Procurement Notices as described in article 6-1-3 of the Guidelines. General guidance on participation, as well as advance information on business opportunities in upcoming projects, may be obtained from the Saman Bank website [http:// www.sb24.com](http://www.sb24.com) as well as from the [www.spf.ir](http://www.spf.ir) are also available from the Bank's website upon approval of the loan.

### 10-4 Bidder's Role

10-4-1 Once a bidder receives the prequalification or bidding document, the bidder should study the documents carefully to decide if it can meet the technical, commercial, and contractual conditions, and if so, proceed to prepare its bid. The bidder should then critically review the documents to see if there is any ambiguity, omission, or internal contradiction, or any feature of specifications or other conditions which are unclear or appear discriminatory or restrictive; if so, it should seek clarification from the Borrower, in writing, within the time period specified in the bidding documents for seeking clarifications.

10-4-2 The criteria and methodology for selection of the successful bidder are outlined in the bidding documents, generally under Instructions to Bidders and Specifications. If these are not clear, clarification should be similarly sought from the Borrower.

10-4-3 If a bidder feels that any of the provisions in the documents are inconsistent with the Guidelines, it should also raise this with the Borrower.

10-4-4 It is the responsibility of the bidder to raise any issue of ambiguity, contradiction, omission, etc., prior to the submission of its bid, to assure submission of a fully responsive and compliant bid, including all the supporting documents requested in the bidding documents. Noncompliance with critical (technical and commercial) requirements will result in rejection of the bid.

10-4-5 If a bidder wishes to propose deviations to a noncritical requirement, or propose an alternative solution, the bidder should quote the price for the fully compliant bid and then separately indicate the adjustment in price that can be offered if the deviation is accepted. Alternative solutions should be offered only when authorized in the bidding documents. Once bids are received and publicly opened, bidders will not be required or permitted to change the price or substance of a bid.

#### 10-5 Confidentiality

10. As stated in this Guidelines, the process of bid evaluation shall be confidential until the publication of contract award . This is essential to enable the Borrower and Saman Bank reviewers to avoid either the reality or perception of improper interference. If at this stage a bidder wishes to bring additional information to the notice of the Borrower, the Bank, or both, it should do so in writing.

#### 10-6 Action by the Bank

10-6-1 Bidders are free to send copies of their communications on issues and questions with the Borrower to the Saman Bank or to write to the Saman Bank directly, when Borrowers do not respond promptly, or the communication is a complaint against the Borrower. All such communications should be addressed to head of project finance and management, with a copy to the Executive VP Credit . Names of responsible managers are available in the website .

10-6-2 References received by the Saman Bank from potential bidders, prior to the closing date for submission of the bids, will, if appropriate, be referred to the Borrower with the Bank's comments and advice, for action or response.

10-6-3 Communication received from bidders after the opening of the bids, will be handled as follows. In the case of contracts not subject to prior review by the Bank, the communication will be sent to the Borrower for due consideration and appropriate action, if any, and these will be reviewed during subsequent supervision of the project by Saman Bank staff. In the cases of contracts subject to the prior review process, the communication will be examined by the Bank, in consultation with the Borrower. If additional data is required to complete this process, these will be obtained from the Borrower. If additional information or clarification is required from the bidder, the Saman Bank will ask the Borrower to obtain it and comment or incorporate it, as appropriate, in the evaluation report. The Bank's review will not be completed until the communication is fully examined and considered.

10-6-4 Except for acknowledgment, the Bank will not enter into discussion or correspondence with any bidder during the evaluation and review process of the procurement, until award of the contract is published.

#### 10-7 Debriefing

As stated in article 6-11 this guidelines , if after notification of award, a bidder wishes to ascertain the grounds on which its bid was not selected, it should address its request to the Borrower. If the bidder is not satisfied with the explanation given and wishes to seek a meeting with the Bank, who will arrange a meeting at the appropriate level and with the relevant staff. In this discussion, only the bidder 's bid can be discussed and not the bids of competitors.

## **11- Acronyms**

BOO Build, own, operate

BOOT Build, own, operate, transfer

BOT Build, operate, transfer

CIF Cost, Insurance, and Freight

CIP Carriage and Insurance Paid (place of destination)

CPT Carriage Paid To (named place of destination)  
DDP Delivered Duty Paid  
EXW Ex works, Ex-factory, or Off the Shelf  
FCA Free Carrier (named place)  
GNP Gross National Product  
ICB International Competitive Bidding  
LIB Limited International Bidding  
NCB National Competitive Bidding  
NGO Nongovernmental organization  
PAD Project Appraisal Document  
SA Special Account  
SBDs Standard Bidding Documents