SNFCC: Pre-award activities– design and tendering history

The Project award in September 2012 marks the successful conclusion of a long and challenging procedure, covering the legal arrangements, the development of the project designs, the preparation of the tender documents and the administration of the tender. It was a real achievement based on the hard efforts, the smooth collaboration and the high level of responsibility exercised by all participants: the SNFCC AE and their advisors - consultants with the continuous assistance and support by the representatives of the Greek State and the local community of the Kallithea Municipality.

The architectural design bears the signature of the renowned architect Renzo Piano, who has also undertaken the leadership and coordination of many other specialist design firms in Greece and abroad, which developed the remaining designs required for such a project of monumental size and complexity. The internationally recognized construction consultants Faithful+Gould were retained as project managers from the early design stages to ensure that the SNFCC AE policies and objectives are followed and throughout the whole project implementation process.

The SNFCC is a large scale building and civil engineering project, which involves a diverse range of types of work, some elements of which are technically complex, unique and challenging. Furthermore, the project requires exceptional environmental performance and sustainability. In order to verify the development’s sustainability credentials the US Green Building Council’s Leadership in Energy and Environmental Design (LEED) has been applied. Our target is to achieve the highest possible LEED rating (platinum). Therefore, capacity, resources, expertise and experience of the selected contractor are of key importance for the achievement of the high design requirements and the delivery of quality required by the specifications.

From the outset of the tendering procedure the SNFCC AE board has specified that the construction tender process should be managed in a transparent and fair manner ensuring that all candidates should be treated equally and given same opportunities during all tender stages.

The basic milestones of the long design development and tendering procedure are the following:

August 2009

Law 3578 was issued ratifying the Donation Agreement between the Greek State and the Stavros Niarchos Foundation for the development of the SNFCC project.
September 2009
The project **Schematic Design** (started from October 2008) was completed by SNFCC.

July 2010
The development of the **Detailed Design** of the project was completed by SNFCC.

April 2011
The **Environmental permit** was issued.

June 2011
The **Building Permit** was issued.

October 2010 – October 2011
The bidders’ **Prequalification Period** was initiated with the issue of invitations for expression of interest and submission of prequalification documents to more than 10 major international construction companies located in various European countries including: Greece, Germany, Italy, Spain, France, UK and Austria.

The SNFCC AE board established **strict pre-selection criteria** based on similar project experience, financial strength, available resources and international capability. At the same time it was made clear to all potential bidders that the final award would be based upon the most suitable offer combining technical capabilities, financial strength and best value offer and not solely on the offered monetary price.

After a detailed analysis and evaluation of submissions, the prequalification procedure concluded in October 2012 with a short list including (4) Greek and (3) European companies comprising top Greek and international Contractors of high proven experience and know-how.

November 2011
The development of the Construction Design and the Tender Documents preparation were completed by SNFCC and the final **Tender Invitations** were addressed to the (7) pre-qualified entities.

The Tender Documents included a huge volume of Employer’s Requirements in the form of reports, drawings, specification, interim and final completion milestones, the terms of the Contract and other special requirements.

The bidders were asked to return a 3 package submission including:

- Eligibility and Financial Capability
The document contains the following content:

- Detailed Technical Proposal
- Commercial Proposal

**December 2011 – May 2012**

**Tender Preparation Period** during which SNFCC has issued 5 tender addenda providing clarifications to numerous requests for additional information and clarifications submitted by the Bidders and other amendments to the original Tender documents including the incorporation of the HFM package. After two extensions of the submission time granted by SNFCC AE, (4) tenders were received, (3) of which submitted by Joint Ventures comprising two prequalified companies and (1) by a single prequalified company.

**June 2012 – September 2012**

**Tender Evaluation Period** including the following steps:

- Examination of eligibility and financial capabilities of bidders.
- Presentation of the technical proposals by each of the bidding team in open conference in front of the SNFCC and its Consultants.
- Clarification of technical qualifications submitted with the tenders.
- Comparative evaluation of all technical proposals by the SNFCC specialist Consultants.
- Detailed evaluation of commercial bidders.
- Combined evaluation and selection of the “preferred bidder”.
- Final negotiations.

The whole tender administration procedure was based on the best international standards for private projects. The tender evaluation has followed rules of absolute transparency and was based on the predefined criteria for financial capacity and technical capability set in the tender documents in combination with the best commercial offer.

**28. September 2012**

**Contract Award** to the Joint Venture “Impregilo – TERNA”.

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