To all Bidders

O/Reference : EC.LT.ASF.ATL.00097 – Issue 01
Subject : EarthCARE ATMOSPHERIC LIDAR (ATLID) Instrument
          Invitation To Tender (ITT)
          ATLID Harness procurement

ITT Number : AO 60087

Dear Madam, dear Sir,

Astrium SAS hereby invites you to submit a tender for the above subject.

This ITT is published on EMITS. Please note that printed copies of this ITT will not be sent.

**Background:**

- The Atmospheric Lidar (ATLID) instrument is one of the payload of the EarthCARE Spacecraft, a European Space Agency mission which shall improve the understanding of clouds-aerosols-radiations interactions and help in determining the Earth radiation budget by providing global observation of vertical profiles of clouds and aerosols.

- The Agency has concluded a contract with Astrium GmbH to perform the prime activities of the EarthCARE Program and Astrium SAS is the selected supplier for the ATLID instrument.

**Industrial Build-up:**

Proposal evaluation and selection of the Contractor for this procurement, in order to form the ATLID team, will be performed by Astrium SAS under the supervision of Astrium GmbH and ESA as defined in the “best practices for the selection of subcontractors by prime contractors in the frame of ESA’s major procurements”.

Following selection of a proposed contractor, negotiations will be conducted by Astrium SAS prior to kick off.
Special conditions:

In order to avoid any late in the EM harness delivery because of some LLI procurement duration, the following connectors and contacts list for the EM model are purchased in advance by Astrium SAS. The Tenderer shall so in its proposal commit to buy these connectors from Astrium SAS, at the price of 29.388 €, FPV E.C. June 2007, VAT excluded and to take responsibility of these connectors. These will be delivered to the selected Contractor beginning of September 2012.

List of EM connectors and contacts procured by Astrium SAS:

Connecteur Ref 1 : 3401044-01B-06-14-35-S-N; Quantité : 2
Connecteur Ref 2 : 3401052-01B-03-09-35-S-N; Quantité : 2
Connecteur Ref 3 : 3401052-01B-03-15-35-S-N; Quantité : 2
Connecteur Ref 4 : 3401052-01B-03-17-26-P-N; Quantité : 2
Connecteur Ref 5 : 3401052-01B-03-11-35-P-N; Quantité : 2
Connecteur Ref 6 : 3401052-01B-03-23-53-P-N; Quantité : 2
Connecteur Ref 7 : 3401052-01B-03-13-35-P-N; Quantité : 2

Contact Ref 1 : MIL-C-38999 serie 1 contacts 340105801B; Quantité : 82
Contact Ref 2 : MIL-C-38999 serie 1 contacts 340105802B; Quantité : 106
Contact Ref 3 : MIL-C-38999 serie 1 contacts 340105803B; Quantité : 190
Contact Ref 4 : MIL-C-38999 serie 2 contacts 340104502B; Quantité : 74

Prices:

- The Tenderer shall quote for the overall work and per Phase (Advanced C/D and/or C/D Phase) a Fixed Price with Variation (FPV) in €uro, expressed at June 2007 Economical Conditions (at November 2007 Economical Conditions for UK), and a Firm Fixed Price (FFP), as defined in the Special Conditions Of Tender, section 4.6.
- The Tenderer shall clearly separate the baseline and any options offered.
- The target price allocated for the total scope of work covered by the above subject procurement is 300 000 € FPV (ninety thousand €uro - Fixed Price with Variation) at June 2007 Economical Conditions (at November 2007 Economical Conditions for UK), which the Tenderer shall endeavour not to exceed.

If the Tenderer is of the opinion that this target price cannot be respected while abiding by all the Astrium SAS requirements, the Tenderer shall, alongside a compliant proposal which meets the baseline requirements, propose binding low cost solutions based on design-to-cost approach. The basic objective of the procurement as defined in the present ITT has, however, to be respected.

Geographical return:

Given the industrial return situation prevailing to date in the Envelope Programme for each participating States, in line with the Agency’s mandate to achieve a balanced industrial return for each participating States at Programme level, and in view also of the overall industrial return situation at Agency’s level, the present Invitation to Tender is restricted to economic operators from the following participating States: Austria, Belgium, Czech Republic, Denmark, Finland, France, Germany, Greece, Ireland, Luxembourg, Norway, Portugal, Spain, Sweden, Switzerland and United Kingdom. Therefore, only offers submitted by -and proposing industrial consortia including- economic operator(s) from one or more of the above mentioned participating States will be accepted for evaluation.
Furthermore, in deciding upon contract award, the Agency will give preference to offers submitted by - and proposing industrial consortia including the largest portion of work entrusted to- economic operator(s) from Austria, Czech Republic, Finland, Greece, Ireland, Luxembourg, Norway, Portugal, Sweden, Switzerland, United Kingdom, and which fulfil the following two conditions:

- The offer has been given a weighted mark at least 55 by the ESA Tender Evaluation Board;
- The offer has been assessed as representing an acceptable combination between quality and price.

Bidders are required to propose an industrial team composed of the best industrial capabilities in the above-mentioned participating States, with particular emphasis on a fair and balanced distribution of tasks between the prime contractor and its sub-contractors.
ITT Documentation:

Please find enclosed herewith the following documents to which the Tenderer is required to confirm full compliance in his proposal:

### ATLID Specific Applicable documents

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Other applicable documents called out in the above applicable documents will be provided via EMITS upon receipt of request for clarification.

(*) These documents are included as hyperlinks. For access to the hyperlink please click on the relevant document reference in the 2nd column of the table above.

*"the General Clauses and Conditions for ESA Contracts rev. 6” are available on EMITS on: [http://emits.esa.int/emits-doc/ESRIN/e_support/rev6generalclauses.pdf]*

*“The General Conditions of Tender for ESA Contracts” to which the Special Conditions refer, are available on: [http://emits.esa.int/emits/owa/emits.main](http://emits.esa.int/emits/owa/emits.main) under “ESA Reference Documentation” → "Administrative Documents".*
Proposal delivery:

- **Number of copies and distribution**

  The sealed tender including all supporting documents shall clearly state the reference number of this ITT on the package and shall be sent in the number of copies and CD-ROM detailed in the Special Conditions Of Tender, Section 3.1 to:

  Astrium SAS
  31, Avenue des Cosmonautes
  31402 Toulouse Cedex 4 – France

  *To the attention of Mrs Sylvie Peden*

  At the same time, your tender shall be sent to:

  Astrium GmbH
  Claude-Dornier-Str.
  88090 Immenstaad
  Germany

  *To the attention of Mr Volker Hashagen*

  ESTEC
  P.O. Box 299
  2200 AG Noordwijk
  The Netherlands

  *To the attention of Mrs Cendrine Tchoualack*

- **Closing date**

  The closing date for receipt of complete tenders in the number of copies requested in the Special Conditions of Tender is 13:00 CET on 10 April 2012.

  Please note the provisions of the dispatch and receipt conditions contained in the General Conditions of Tender, in particular those relating to the non-admissibility of offers arriving after expiry of the closing date and to the return of the Acknowledgment of Receipt.

- **Validity**

  As specified in the Special Conditions of Tender, the tender must remain valid for acceptance for a period of 10 months counted from the closing date for receipt of the tender. This shall be expressly stated in your tender.

- **Communications**

  Any question/clarification/request relating to this ITT shall be sent not later than 3 weeks before the closing date by fax to +33 5 62 19 64 05 marked to the attention of Mrs Sylvie Peden and Mr Laurent Mazuray.

  A copy shall also be sent to Mr Volker Hashagen at Astrium GmbH (fax N°: +49 7545 8 4501) and to Mrs Cendrine Tchoualack at ESTEC (fax N°: +31 71 565 6008).

  In the interest of fair competition and confidentiality, the reply(ies) together with the question(s) will be published on EMITS in the form of clarifications.
Acknowledgement of Receipt:

The Tenderer shall return the Acknowledgement of Receipt (Annex 1 of the Special Conditions of Tender) to the attention of Mrs Sylvie Peden with copy to Mr Laurent Mazuray within 5 (five) working days from the date of publication of this ITT on EMITS.

A copy of such Acknowledgement of Receipt shall also be sent to Mr Volker Hashagen at Astrium GmbH (fax N°: +49 7545 8 4501) and to Mrs Cendrine Tchoualack at ESTEC (fax N°: +31 71 565 6008)

Yours faithfully
For and on behalf of Astrium SAS

Sylvie PEDEN
ATLID Contract and Subcontracts Commercial Manager
Earth Observation and Science - France