

**REQUEST FOR PROPOSALS (RFP)**

**OPEN TENDER**

**FOR THE SUPPLY AND INSTALLATION OF A LIQUID CHROMATOGRAPH/HIGH RESOLUTION MASS SPECTROMETER (LC-HRMS) AT *icipe*, NAIROBI, KENYA**

**TENDER RELEASE DATE: 23RD JANUARY 2023**

**DEADLINE FOR RECEIPT OF TENDER: 17TH FEBRUARY 2023 AT 11:00 HRS EAST AFRICA TIME**

**SECTION 1: GENERAL INFORMATION AND NOTICE**

The International Centre of Insect Physiology and Ecology (*icipe*) ( [www.icipe.org](http://www.icipe.org)) is a world-class research centre with a mission to alleviate poverty by ensuring food security, improving health, protecting the environment and building the capacity of researchers and communities across the developing world through the application of insect sciences. *icipe’s* headquarter is in Nairobi, Kenya at its Duduville Campus in Kasarani with outposts in Ethiopia and in Mbita Homabay County on the shores of Lake Victoria in western Kenya.

We request bids from qualified equipment manufacturers interested in the supply and installation of a Liquid Chromatograph/High Resolution Mass Spectrometer (LC-HRMS) at *icipe* Duduville Campus, Nairobi, Kenya.

The equipment is urgently required by the Centre for use in discovery work involving small, medium and large size Bio-molecules including proteins and other molecules. The work includes high resolution screening, identification, quantification of bio molecules including proteins and other molecules from animal, plant, environmental and other sources.

**1.1 INVITATION TO TENDER**

1. We invite tenders from eligible bidders for the supply and installation of a Liquid Chromatograph/ High Resolution Mass Spectrometer (LC/ HRMS) to *icipe* Duduville Campus, Nairobi, Kenya.
2. Prices quoted should be **inclusive** of all taxes and must be expressed in **US$ dollars**.
3. Completed tender in soft copy should be submitted via e-mail to icipetenders@icipe.org, marked “**supply and installation of a Liquid Chromatograph/High Resolution Mass Spectrometer (LC-HRMS)**” and addressed to:

**The Procurement Manager**

**C/o** *icipe* **Tender Box**

**International Centre of Insect Physiology and Ecology (***icipe***)**

off Thika Road, Kasarani

**P.O. Box 30772, 00100, NAIROBI, KENYA**

to reach *icipe* on or before 11:00 hrs on 17th February 2023. The bids will be opened at 11:00 hrs in the Hive Meeting room, in the presence of those submitting.

All enquiries should be addressed to icipetenders@icipe.org

**SECTION 2: INSTRUCTIONS TO TENDERERS**

1. **Cost of tendering**

TheTenderer shall bear all costs associated with the preparation and submission of its tender, we will in no case be responsible and or liable for any costs of tendering, regardless of the conduct or outcome of the tendering process.

1. **Contents of tender documents**

The Tenderer is expected to examine all instructions, forms, terms, and specifications in the tender documents. Failure to furnish all information required by the tender documents or to submit a tender not substantially responsive to the tender documents in every respect will be at the tenderer’s risk and may result in the rejection of its tender.

1. **Clarification of documents**

A prospective tenderer making inquiries of the tender document may notify us in writing by sending us an email at the email address indicated at paragraph 1.1 (Invitation for tenders). We will respond in writing to any request for clarification of the tender documents, which we receive no later than **seven (7) days** prior to the deadline for the submission of tenders. Our response to any clarifications sought by the tenderer (including an explanation of the query but without identifying the source of inquiry) will be sent to all prospective tenderers who have received the tender documents **within three (3) days** of receiving the request to enable the tenderer to make timely submission of its tender.

**2.4 Amendment of documents**

2.4.1 At any time prior to the deadline for submission of tenders, we may, for any reason, whether at our own initiative or in response to a clarification requested by a prospective tenderer, modify/amend the tender documents by issuing an addendum.

2.4.2 All prospective tenderers who have obtained the tender documents will be notified of any such modification/ amendment by email and such amendment will be binding on them.

2.4.3 To allow prospective tenderers reasonable time in which to take the amendment into account in preparing their tenders, we may extend the deadline for the submission of tenders.

**2.5 Tender Prices**

2.5.1. The tenderer shall indicate on the Price schedule the unit prices where applicable and total tender prices of the services it proposes to provide under the contract.

2.5.2 Pricing instructions should be clearly defined to ensure fees proposed can be compared and evaluated. Proposals shall be valid for a minimum of 180 days following submission.

**2.6 Tender Currencies**

Prices shall be quoted in US$ dollars.

**2.7 Taxes**

Tenders should be inclusive of all applicable taxes.

**2.8 Tenderers Eligibility and Qualifications.**

The documentary evidence of the tenderers qualifications and experience to perform the contract, if its tender is accepted, shall establish to our satisfaction, that the tenderer has the financial and technical capability necessary to perform the contract.

**2.9 Litigation Issues**

The tenderer shall describe any administrative proceedings, claims, lawsuits, or other exposures that may be pending against the tenderer.

**2.10 Format and Signing of Tender**

2.10.1 The tenderer shall prepare and submit **one original signed hard copy**.

2.10.2 The tender document shall be typed or written in indelible ink, neatly bound and shall be signed by the tenderer or a person or persons duly authorized to bind the tenderer to the contract.

2.10.3 The tender shall have no interlineations, erasures, or overwriting except as necessary to correct errors made by the tenderer, in which case such corrections shall be initialled by the person or persons signing the tender.

**2.11 Deadline for Submission of Tenders**

2.11.1 Tenders must be received as per our instructions on submission **not later** **than 11:00 hrs EAT on 17th February 2023.**

2.11.2 We may, extend this deadline for the submission of tenders by amending the tender documents, in which case all our rights and obligations and those of the candidates previously subject to the deadline will thereafter be subject to the deadline as extended.

**2.12 Modification and withdrawal of tenders**

2.12.1 The tenderer may modify or withdraw its tender after the tender’s submission, if written notice of the modification, including substitution or withdrawal of the tenders, is received by us prior to the deadline prescribed for the submission of tenders.

2.12.2 No tender may be modified after the deadline for submission of tenders.

2.12.3 No tender may be withdrawn in the interval between the deadline for submission of tenders and the expiration of the period of tender validity specified by the tenderer on the Tender Form.

2.12.4 We may at any time terminate procurement proceedings before contract award and shall not be liable to any person for the termination.

2.12.5 We will give prompt notice of the termination to the tenderers and not reasons for termination.

**2.13 Clarification of tenders**

To assist in the examination, evaluation and comparison of tenders we may ask the tenderer for a clarification of its tender. The request for clarification and the response shall be in writing, and no change in the prices or substance shall be sought, offered, or permitted.

**2.14 Award Criteria**

2.14.1 We will award the contract to the successful tenderer whose tender has been determined to be substantially responsive and has been determined to be the highest scored/ evaluated tender, provided further that the tenderer is determined to be qualified to perform the contract satisfactorily. See detailed award criteria in Table 1 below.

2.14.2 We reserve the right to accept or reject any tender and to annul the tendering process and reject all tenders at any time prior to contract award, without thereby incurring any liability to the affected tenderer or tenderers or any obligation to inform the affected tenderer or tenderers the grounds of our action. If we determine that none of the tenderers is responsive; we shall notify each tenderer who submitted a tender.

2.14.3 A tenderer who gives false information in the tender document about its qualification or who refuses to enter into a contract after notification of contract award shall be considered for debarment from participating in our future procurement.

**SECTION 3: PROPOSAL REQUIREMENTS**

**3.1 Background**

We wish to purchase a Liquid Chromatograph/High Resolution Mass Spectrometer (LC/HRMS). The equipment is urgently required by the Centre for use in discovery work involving small, medium and large size Bio-molecules including proteins and other molecules. The work includes high resolution screening, identification, quantification of bio molecules including proteins and other molecules from animal, plant, environmental and other sources covering behavior influencing bio-molecules, metabolites, proteins, environmental pollutants, pesticides, drug, poisons etc.

**3.2 Programme Requirements**

The Tenderers are responsible for security of their equipment, materials, etc. Prior to any deliveries, the successful supplier(s) (and/or relevant sub-contractors, etc.) will be required to meet our representatives to clarify the requirements for Health & Safety, site access, services etc. to ensure compliance with standard operating procedures, and other regulatory/ statutory requirements as appropriate.

**3.3 Award Criteria**

This contract will be awarded on the basis of the most economically advantageous tender(s) as identified in accordance with the following criteria.

**Table 1: Award criteria**

|  |
| --- |
| **Tender submissions for a Liquid Chromatograph/High Resolution Mass Spectrometer** **(LC-HRMS)** |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | **Award Criteria:****All sub criteria for sections A, B & C carry equal weight/marks** | **Overall Weight** | **Total Maximum Score** | **Minimum Score (60%) Requirement** |
| **A** | **Quality/Technical Merit*** General/Functional Technical Requirements
* Performance Requirements
* QC & Validation Requirements
* Interaction of Devices, Functionality & Flexibility, Data Processing & Storage
 | **60%** | **600** | **360** |
| **B** | **Warranty, ASS, Technical Support & Training*** Customer Support, Repair, Maintenance & Breakdown Requirements
* Replacement & Spare parts availability, Requirements.
* Training Proposal
* Guaranteed Response Times
* Warranty period
 | **10%** | **100** | **60** |
| **C** | **Method Statement*** Lead Time & Delivery/Completion time Plan supply and installation less than 6 Months.
* Installation, Commissioning & Validation
* Documentation
 |  **5%** |  **50** |  **30** |
| **D** | **Ultimate Cost*** Capital price Inc. **Itemised price listing,** Delivery, Installation & Training, Warranty, Maintenance, Calibration & PM, Cost of spare/replacement parts required, Cost Avoidance/ Savings Initiatives
* Terms of and conditions of payment
 |  **25%** |  **250** | 150 |
|  | **Total Maximum Score Available  100%** | **1000** | **600** |

**Notes**

* Where specifications include reference to manufacturer or brand names this is a result of difficulties in specifying the product required. In these instances the phrase “or equivalent” is inferred.
* Compliance with all the standards as regards health and safety, quality assurance and analytical protocols is expected.
* It is acknowledged that each Tender’s product line may differ from these specifications. As such, each seller is free to propose variances from these specifications. Alternative proposals favourable to the Contracting Authority may be suggested. It is required, however, that, whenever a variance from these specifications occurs, the proposed item must meet or *exceed* the specified characteristics or level of performance.

**Table 2: Form 1 - Technical Specifications**

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| **The requirement is for Liquid Chromatograph/High Resolution Mass Spectrometer (LC- HRMS)** |
| **Contracting Authority:** | ***icipe*** |
| **LC/ HRMS:**  | **(Suppliers to state model type here)** |
| **REF.** | **REQUIREMENT** | **COMPLIANT (YES/NO)** |  **COMMENT** |
| **General/Functional Technical Requirements** |
| A1 | The two modular, gradient capable sample separation Liquid Chromatographs **MUST** include the functions detailed below. Full specifications of the options **MUST** be detailed and system modules/ components priced individually in itemized format.1. A Modular UHPLC with user interface including:

Pump, Automatic Liquid Sampler,Degasser, Column Oven 1. A Bio-compatible Modular Nano-Flow UHPLC with user interface including:

PumpAutomatic Liquid SamplerDegasser Column Oven  | *Compliant (Yes / No)* | *Insert Comment* |
| A2 | The High Resolution Mass Spectrometer detector **MUST** be capable of:1. Polarity Switching
2. Mass Resolution of up to 240,000 at 200m/z or higher.
3. Mass Range of 6000m/z or higher
 | *Compliant (Yes / No)* | *Insert Comment* |
| A3 | 1. The LC/ HRMS **MUST** be supplied with interfaces for coupling the two UHPLC’ s to the HRMS detector.
2. All equipment modules MUST meet the power source requirement of 120–240 V AC, ± 10%; 50/60 Hz Manually set or auto ranging)
 | *Compliant (Yes / No)* | *Insert Comment* |
| A4 | The software to be supplied **MUST**  be capable of performing :1. Instrument Control
2. Data acquisition
3. Normal Bio-molecule discovery
4. Proteomics
5. Library search for compounds including natural bio-molecules, Drugs and antibiotics, metabolites, pesticides, peptides, proteins etc.
 | *Compliant (Yes / No)* | *Insert Comment* |
| A5 | A separate Nitrogen Gas Generator **MUST** be included to supply high purity Nitrogen Gas. | *Compliant (Yes / No)* | *Insert Comment* |
| **Performance Requirements** |
| A6 | 1. For the modular UHPLC with user interface, the Pump included **MUST** be capable of delivering flow at a high pressure of 14,500psi or higher, and a minimum flow rate increment step of 1 µl/min or better
2. For the Bio-compatible modular Nano-Flow UHPLC with user interface, the Pump included **MUST** be capable of delivering flow with a high pressure of 20,000psi or higher, and a minimum flow rate increment step of 1 nl/min or better
3. The High Resolution Mass Spectrometer (HRMS) Mass detector **MUST** be capable of:
4. Polarity Switching
5. Attaining a Mass Resolution

 of up to 240,000 or higher.1. Mass Range of 6000 or higher
2. Nitrogen Gas Generator **MUST** be able to supply high purity Nitrogen Gas at a rate of 35l/min or higher.
 | *Compliant (Yes / No)* | *Insert Comment* |
| A7 | The software to be supplied **MUST**  be capable of performing :1. Instrument Control
2. Data acquisition
3. Normal Bio-molecule discovery
4. Proteomics
5. Library search for compounds including natural bio-molecules, Drugs and antibiotics, metabolites, pesticides, peptides, proteins etc.
 | *Compliant (Yes / No)* | *Insert Comment* |
| **Interaction of Devices, Functionality & Flexibility, Data Processing & Storage** |
| A8 | It is a minimum requirement that the LC/ HRMS instrument **MUST** be controllable via a controller capable of monitoring and controlling via interactive feedback to relevant equipment modules with easy extraction of data to external source. | *Compliant (Yes / No)* | *Insert Comment* |
| A9 | It is **DESIRABLE** that software updates are be provided free of charge.  | *Compliant (Yes / No)* | *Insert Comment* |

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| **Warranty, ASS, Technical Support & Training** |
| **Customer Support, Repair, Maintenance & Breakdown Requirements** |
| B1 | The tenderer **MUST** have dedicated field application specialists at their disposal and fully qualified service personnel who can respond to service calls. Please provide details. | *Compliant (Yes / No)* | *Insert Comment* |
| B2 | The Tenderer **MUST** indicate the arrangements for and specify the names and level of experience of technicians who will be in charge of after sales service level support. | *Compliant (Yes / No)* | *Insert Comment* |
| **Replacement & Spare Parts Requirements**  |
| B3 | The tenderer **MUST** provide confirmation of the availability of service and replacement parts for at least 10 years after commissioning | *Compliant (Yes / No)* | *Insert Comment* |
| B4 | The Tenderer **MUST** state when the model was introduced, when the equipment is likely to be superseded and for how long after purchase replacement parts will be available. | *Compliant (Yes / No)* | *Insert Comment* |
| **Training Proposal****Tenderers are asked to provide details of a training programme to include but not limited to the following:** |
| B5 | The tenderer **MUST** provide on-site training (> five days) post installation for at least five (5) persons after commissioning which will include use of instrument, software, data processing and analysis, user maintenance and troubleshooting. | *Compliant (Yes / No)* | *Insert Comment* |
| B6 | Relevant training and maintenance manuals **MUST** also be provided with the instrument. | *Compliant (Yes / No)* | *Insert Comment* |
| B7 | Onsite operator training undertaken at installation **MUST** cover aspects of system familiarization, operation and maintenance, method optimization and applications | *Compliant (Yes / No)* | *Insert Comment* |
| **Guaranteed Response Times** |
| B8 | The tenderer **MUST** provide a description of the arrangements and lead times for the provision of technical support, annual service/maintenance, emergency call-out response, and spare parts. | *Compliant (Yes / No)* | *Insert Comment* |
| **Warranty** |
| B9 | The supplier **MUST** state details of the supplied warranty, and any associated costs and exclusions. | *Compliant (Yes / No)* | *Insert Comment* |
| B10 | The supplier **MUST** include details of Service & Maintenance contract immediately following the expiry of warranty as an option. Full details of what is included, including period of coverage, parts, consumables and response times and what is excluded **MUST** be indicated. Please provide details for each individual year for 5 years. | *Compliant (Yes / No)* | *Insert Comment* |

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| **Method Statement** |
| **Lead Time & Delivery/Completion Plan** |
| C1 | Give full details of timeline for the lead-time to installation, commissioning and training. | *Compliant (Yes / No)* | *Insert Comment* |
| **Installation, Commissioning & Validation** |
| C3 | The installation of all electrical items **MUST** be in accordance with but not limited to European standards/ regulations and all relevant amendments. | *Compliant (Yes / No)* | *Insert Comment* |
| C4 | The commissioning of the equipment **MUST** be carried out by the successful supplier trained engineers. | *Compliant (Yes / No)* | *Insert Comment* |
| C5 | Following the installation of all equipment in the designated location, the successful tenderer will be required to demonstrate the correct operation of all of the equipment in the designated location to the satisfaction of a nominated *icipe* employee. | *Compliant (Yes / No)* | *Insert Comment* |
| **Documentation** |
| C6 | All operators’ manuals and documentation **MUST** be supplied in English language. | *Compliant (Yes / No)* | *Insert Comment* |
| C7 | Support letters from industrial users of this platform are **DESIRABLE.** | *Compliant (Yes / No)* | *Insert Comment* |

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| **Ultimate Cost** |
| D1 | Please see Appendix 1 (Sheet2) – Pricing Schedule for details. |
|  | **Terms of Engagement/Payment Terms** |
| E | We are prepared to open a confirmed Letter of Credit (LC) but payment shall be made upon equipment delivery, installation and commissioning. | *Insert Comment* |

**This form must be completed and signed by an** **authorized officer of the tenderers organization.**

* This offer will remain open for acceptance by you for a period of 180 days from the date of deadline for submission of tenders.
* We acknowledge that you are not obliged to accept the lowest or any offer.
* I/We undertake to deliver the products/services in accordance with the terms and conditions of the tender specification.
* I/We undertake to maintain full confidentiality with regard to all aspects of this tender process.

|  |  |  |  |
| --- | --- | --- | --- |
| ***Signed:*** |  | ***Position:*** |   |
|
| ***Print Name:*** |  | ***Phone No:***  |   |
|
| ***Company Name:***  |   | ***Date:*** |  |
|
| ***Address:***  |  |
|
| ***Email:*** |  |

**SECTION 4: FORMAT OF RESPONSES**

Please do not submit generic marketing materials, broadly descriptive attachments, or other general literature. Responses to this RFP must consist of the following:

1. Cover letter
2. Duly completed and signed Form 1 (Technical specifications)
3. Tenderer detailed Profile
4. Technical Proposal (Appendix 1 – Sheet 1)
5. Financial Proposal (Appendix 1 – Sheet 2)
6. Appendix 2: Signed Certificate of Disclosure

Please answer the question in the order and format provided below:

**4.1: Cover letter –** On the tenderers official letter head signed by authorised officer of the tendering organisation.

**4.2 Tenderers Profile**

|  |  |
| --- | --- |
| **Question** | **Answer (Check list) √** |
| 1. Please provide a copy of your organization’s statutory Certificate of Incorporation.
 |  |
| 1. Please provide your organization’s **latest** audited financial reports or published financial statements.
 |  |
| 1. Please provide details of your organization highlighting products and services offered, physical address and telephone/e-mail/website contacts.
 |  |
| 1. Please provide details of previous experience of staff being assigned to this task, in implementing the type of project specified under technical and professional ability.
 |  |
| 1. Please provide contact details of at least three (3) relevant reference sites where your organization has installed similar equipment. The referees will be contacted by the Tender evaluation team. Please attach as separate document
 |  |
| 1. Would you envisage that any portion of this contract would be sub-contracted? What portion and why?
 |  |
| 1. Does your company have any pending or threatened litigation. If so, please describe it. Wereserve the right to carry out an independent investigation to verify the accuracy of the information provided.
 |  |

**4.3 Technical Proposal**

Tenderers must declare that they satisfy the technical and professional requirement(s) set out below and that they are able, upon request and without delay, to provide the supporting documentation specified below to the Contracting Authority in each case. Tenderers must provide the supporting documentation specified without delay when requested.

The original Technical Proposal shall be placed inside a sealed envelope clearly marked “**Technical Proposal**”, **“supply and installation of a Liquid Chromatograph/High Resolution Mass Spectrometer (LC-HRMS)’’**, and with a warning “**Do Not Open until 17th February 2023 at 11.00 hrs East Africa Time**.”

|  |  |
| --- | --- |
| **Question** | **Answer (Check list) √** |
| 1. Provide a complete description of all specifications requested in **Appendix 1 (Sheet 1**). This response should reference each individual specification with a statement of compliance or noncompliance, including ability to deliver, install and calibrate each item of equipment as requested in the specification. If noncompliance is indicated, specify the proposed alternative.
 |  |
| 1. Any special requirements such as additional or specific equipment that is required by the Contracting Authority prior to delivery for handling, and receipt of any piece of equipment **MUST** be detailed in this section of the tender response and included in the pricing.
 |  |
| 1. A certificate confirming an accreditation (e.g., accredited partnership) exists between the Instrument source manufacturer and the Tenderer for the proposed solution, confirming the Tenderer’s ability as authorised provider of the solution to the Contracting Authority.
 |  |
| 1. Confirmation of Industrial Health and Safety Act requirements shall be provided for each item of proposed equipment.
 |  |

**Note: Responses for non-cost Award Criteria items will be scored using the following matrix**:

|  |  |  |
| --- | --- | --- |
| **Rating** | **Ranking** | **Description** |
| Excels | 5 | Excellent Response. Meets the requirement superbly, with significant added value. |
| Very good fit | 4 | Very Good Response. Meets the minimum requirement very well, with some additional value |
| Good fit | 3 | Good Response. Meets all minimum requirements |
| Average fit | 2 | Average Response. Will meet most requirements |
| Poor fit | 1 | Poor response. Lack of detail does not or barely meets the requirements. |

**4.4 Price/Financial Proposal**

Provide an itemized price listing of all equipment components to be provided. The price/financial proposal is provided in the separate Excel file attached as Appendix 1 and must be completed for the equipment you are tendering for. This file is entitled: A**ppendix 1- Itemised Price Listing/Pricing Schedule (Sheet 2 – Financial Proposal).**

The relevant Pricing Schedule must be completed in full, **itemised, Listed**, totalled, and returned as part of the Tender submission. Insert “n/a” in the fields that are not applicable and include additional rows where space provided is insufficient.

Tenderers are reminded that the itemised prices listed, quoted must be in compliance with the requirements i.e. they must be all-inclusive, **itemised price** listing, fixed, expressed in **USD.**

Tenderers are, therefore, advised to consider ultimate costing for the Instrument, up to expiry of warranty period(s) in preparation of the respective tender proposal:

Any particulars and merits should be identified in the comments section to facilitate scoring under paragraph 3.3 Award Criteria.

The original Financial Proposal shall be placed inside of a separate sealed envelope clearly marked “Financial Proposal” **“Supply and installation of a Liquid Chromatograph/High Resolution Mass Spectrometer (LC-HRMS)’’**, and with a warning “**Do Not Open With The Technical Proposal**.”

**SECTION 5: CONTRACT AWARD AND EXECUTION**

Following selection of a tenderer and verification that the tenderer has complied with the requirements of the RFP, we will enter into a Contract with the selected tenderer. To be awarded the Contract, the selected tenderer must satisfy our Contract award requirements by executing and delivering the Contract together with all other required documents described below, within 10 calendar days of receipt of the execution copies of the Contract.

We will return one copy of the executed Contract within ten business days of receipt of all required documents from the tenderer:

* Executed Contract.
* Evidence that the tenderer, and other identified Subcontractors hold all licenses as of award necessary to perform the Work.

**SECTION 6: STANDARD FORMS/APPENDICES**

## Appendix 1:

* **Detailed specifications for the Liquid Chromatograph/High Resolution Mass Spectrometer (LC-HRMS) (Sheet 1)**
* **Itemised Price Listing/Pricing Schedule (Sheet 2 – Financial Proposal)**

Download Sheet 1 and Sheet 2 from this link: <http://www.icipe.org/sites/default/files/Appendix1-Sheet1and2-LC-HRMS-Technical-Financial-Offer-23Jan2023.xlsx>

## Appendix 2:

**Disclosure form and certification/Conflict of Interest (to be completed, signed, stamped and annexed to this RFP.**

Download from this link: <http://www.icipe.org/sites/default/files/Appendix2-LC-HRMS-TENDER-DisclosureForm.docx>