



**TITLE OF THE TENDER: "SUPPLY OF ROLLING STOCK (SERIES II) FOR THE ATHENS TRAMWAY"  
RFP-291/16 A.Σ. 38385**

**FINANCIAL OFFER**

	<p><b>“SUPPLY OF ROLLING STOCK (SERIES II) FOR THE ATHENS TRAMWAY”</b></p> <p><b>FINANCIAL OFFER FORM</b></p>	<p><b>RFP-291/16 A.Σ. 38385</b></p>
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## TABLE OF CONTENTS

- A. STATEMENT**
- B. CONTRACTOR’S TABLE OF OFFER**
- C. TRAMWAY VEHICLE UNIT PRICE**
- D. TABLE OF SPARE PARTS AND EQUIPMENT COST**

	<p align="center"><b>“SUPPLY OF ROLLING STOCK (SERIES II) FOR THE ATHENS TRAMWAY”</b></p> <p align="center"><b>FINANCIAL OFFER FORM</b></p>	<p align="center"><b>RFP-291/16 A.Σ. 38385</b></p>
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We the undersigned -----

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acting as legal representatives of the following Companies:-----  
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#### **A. STATE:**

1. That our Company/Companies, in view of compiling their Financial Offer for the Project entitled **“Supply of Rolling Stock (Series II) for the Athens Tramway”** carefully examined and took into consideration:
  - 1.1 The present Financial Offer Document, which includes this Statement
  - 1.2 The Invitation to Tender and the Clarifications Document
  - 1.3 The Conditions of Contract
  - 1.4 The Document entitled “Performance Specification”, along with its annexes and the drawings that accompany it.
  - 1.5 Directive 2014/25/EU and Law 4412/16.
2. That our Companies recognise that the Overall Lump Sum Price of our Offer includes the preparation of the Design to a degree of completeness, so as to have an unobstructed and perfect – in terms of quality – manufacture and operation of the 25 tramway vehicles.
3. That our Companies have drafted their Financial Offer in full compliance with AM's Technical Requirements, especially with the Document entitled “Performance Specification”.
4. That our Companies have drafted their Financial Offer, taking also into account the cost for any eventual improvements in relation to AM's Specifications and the proposed solutions expressed in our Technical Offer, and that we commit ourselves to implement these improvements to the benefit of AM during the design, manufacturing and supply of the tramway vehicles, following their approval.
5. That our Companies were informed and included in the Overall Lump Sum Price every cost for the timely completion of the supply and the adherence to all deadlines, as they are determined in Article 8 of the document entitled “Conditions of Contract”.
6. That our Companies recognize unreservedly the validity of the terms of all Contractual Documents, in the order of precedence mentioned in the Conditions of Contract (Article 4).

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7. That in the offered Overall Lump Sum Price the following are included in a converted form:

- a) All the costs required for full, workmanlike and timely performance of the works of the supply in accordance with the terms set out in the Contractual Documents, as well as those described therein as the Contractor's special obligations and actions.
- b) Generally, all costs, even if it is not explicitly named, but are necessary for the full and workmanlike performance of the supply, according to the conditions of the Contractual Documents, the Contractor not being entitled to any other additional payment or compensation for the complete execution of the Scope of the Contract.

Namely **(as an example but not limited to this)** the offered Lump Sum Price comprises:

7.1 Expenses related to the design, manufacturing, supply, testing and commissioning of the Tramway vehicles their materials, and their equipment, as well as any kind of relevant charges arising from taxes, duties and fees, contributions, withholdings, special taxes etc., save the Value Added Tax (VAT), which is borne by AM. It is explicitly determined that the Lump Sum Price of the Financial Offer includes the cost related to copyrights, patent rights, the cost related to software rights and source code escrow, the cost for any required permits, expenses related to health and safety, contribution and rights for equipment, materials and resource supplies of the supplier and, in case of domestic items, the duty stamp, where applicable, and -in general- all the taxes, duties, fees and deductions, any other lawful charges in force during the performance of the supply. The above costs and charges do not include VAT, which is borne by the Project Owner.


It is made clear that, if after the day of the conduct of the Tender, new taxes, duties, deductions, etc., concerning directly the supply, come into force or if the current ones are increased, the respective amounts shall be borne by the Contractor, or shall be to the benefit of the Project Owner and not to the benefit of the Contractor.

7.2 The costs for salaries, wages, overtime, work in more shifts or on bank holidays, according to the current provisions of social security (IKA, Insurance Companies, other local or international Social Security Organizations etc. depending on the requirements of each case), Christmas and Easter bonuses, annual leave benefit etc., relating to any kind of scientific personnel or personnel engaged in the Project management, specialized or non specialized personnel, offices, machinery, workshops etc., local or foreign personnel, working in the vehicle manufacturing area, as well as in the test site, and the commissioning of the system.

7.3 The costs for any kind of insurances required for the supply of the tramway vehicles from the date of the Contract signing until the date of their final acceptance.

7.4 The costs for making available the required materials and equipment required for the flawless performance of the Supply according to the terms of the Contract, including the cost for their rental, storage, safekeeping and insurance.

7.5 The costs for importing the tramway vehicles and the equipment in the name of the Contractor or in the name of AM and all relevant expenses for its delivery at AM's installations in Athens.

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- 7.6 All costs, in general, referred to in the Conditions of Contract and the remaining Contractual Documents as costs borne by the Contractor.
- 7.7 The costs for the procurement of all capital spare parts, tools, diagnostic test equipment and the equipment necessary for transferring the tramway vehicles, as well as the cost of the three (3) - year Warranty of the Supply, including the cost of the main and consumable spare parts of the Warranty period, for the test and commissioning of the Tramway vehicles, STASY's operation personnel and AM's training; the costs for the compilation of the documentation, Operation and Maintenance Manuals and of the “AS-BUILT” drawings, as these are described in the contractual documents.
- 7.8 Any expenses related to laboratory tests and other testing, in accordance with the contractual terms.
- 7.9 Any expenses related to the traveling and accommodation of AM's inspectors to the place of the vehicles' manufacturing during the execution of the Contract.
- 7.10 The offered Overall Lump Sum Price also includes any other cost, even if not explicitly mentioned, nevertheless necessary for the full and workmanlike completion of the scope of the supply.
- 7.11 The offered Overall Lump Sum Price includes the Contractor's profit and overhead.
8. That our Company/Companies prepared their Financial Offer based on the content of the above paragraphs.

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<b>B. CONTRACTOR's TABLE OF OFFER</b>			
No.	DESCRIPTION	EXPENDITURE (in numbers)	EXPENDITURE (in full letters)
LSP 1	Supply (design, construction/installation of equipment, testing and commissioning) of twenty five (25) Tramway vehicles, in line with the terms of the overall Contract Documents (*)		
LSP 2	Supply of Main Spare Parts of Vehicles and Equipment for Pulling Vehicles, as included in detail in the "Table of Spare Parts and Equipment Cost" attached hereto (**)		
LSP	<b>OVERALL LUMP SUM PRICE (LSP 1 + LSP 2)</b>		

(\*) The product of the Tramway Vehicle Unit Price (Table C) x the overall number of vehicles (25) is transferred to the Contractor's Table of Offer.

(\*\*) The Overall Cost of the "Table of Spare Parts and Equipment Cost" (Table D) is transferred to the Contractor's Table of Offer.

<b>C. TRAMWAY VEHICLE UNIT PRICE</b>		
DESCRIPTION	EXPENDITURE (in numbers)	EXPENDITURE (in full letters)
Supply (design, construction/installation of equipment, testing and commissioning) of one (1) Tramway vehicle, in line with the terms of the overall Contract Documents		



**“SUPPLY OF ROLLING STOCK (SERIES II)  
FOR THE ATHENS TRAMWAY”**

**RFP-291/16  
A.Σ. 38385**

**FINANCIAL OFFER FORM**

<b>D. TABLE OF SPARE PARTS AND EQUIPMENT COST</b>				
<b>No</b>	<b>Description of Spare Part</b>	<b>Quantity</b>	<b>Unit Price</b>	<b>Total</b>
<b>Vehicle Body</b>				
1	Front end mask of driver cab	5		
2	Driver's cab windshield, including seals	5		
3	Driver's cab lateral windows right side, including seals	10		
4	Driver's cab lateral windows left side, including seals	6		
5	Exterior lateral panels (driver's cab) right side	20		
6	Exterior lateral panels (driver's cab) left side	10		
7	Exterior lateral panels (driver's cab) front side	10		
8	Gangway assembly, complete (including interior and exterior bellows, movable and fixed floor parts, dumpers, sealing), ready to install on the car.	1 vehicle set		
9	Articulation shock absorbers, complete ready to install on the car	1 vehicle set		
10	Windshield wiper motor	6		
11	Windshield washer assembly, complete, ready to install on car (including tank and pump)	5		
12	Windshield wiper blade	10		
13	Headlight assembly, complete, ready to install in car	5 vehicle sets		
14	Taillight assembly, complete, ready to install in car	5 vehicle sets		
15	Turn indicator light assembly	15 vehicle sets		
16	Horns (all types)	15 per type		
<b>Bogies</b>				
17	Motor bogie assembly, complete, ready for installation under car and immediate operation	1 vehicle set		
18	Trailer bogie assembly, complete, ready for installation under car and immediate operation	1 vehicle set		
19	Bogie frame	2		

**FINANCIAL OFFER FORM**

20	Motor bogie axle wheelset, with gear	2		
21	Trailer bogie axle wheelset	2		
22	Gear box assembly (for one axle), complete	2		
23	Wheels complete (with hubs, rims and earthings)	1 vehicle set		
24	Bearing assemblies	2 vehicle sets		
25	Primary spring assembly	2 vehicle sets		
26	Secondary spring assembly	2 vehicle sets		
27	Weight valve assembly, complete with linkage	2 vehicle sets		
28	Secondary vertical, longitudinal and lateral dampers	2 vehicle sets		
<b>Couplers and Draftgear</b>				
29	a) Towing bar complete, ready to be installed on the vehicle	2		
30	Draftgear assembly.	5		
<b>Car Interior</b>				
31	Exterior destination sign assembly	1 vehicle set		
32	Passenger seat assembly	1 vehicle set		
33	Stanchion assembly, complete with all installation hardware	1 vehicle set		
34	Passenger grab handles complete	2 vehicle sets		
35	Interior finish panels and trim strips and mounting provisions	1 vehicle set		
36	Rubber floor covering	1 vehicle set		
37	Floor panels	1 vehicle set		
38	Light fixture assembly	1 vehicle set		
39	Driver's seat assembly, complete, ready to install in car	2		
40	Driver's seat cushion, fully upholstered	5		



**FINANCIAL OFFER FORM**

41	Driver's seat back, fully upholstered	5		
42	Master controller assembly	4		
43	Set of master controller switches	4		
44	Passenger compartment window assembly, complete, including seals	2 vehicle sets		
45	Interior signs and decals	2 vehicle sets		
<b>Doors and Door Controls</b>				
46	Passenger side entrance door panel assembly, complete, including weather-stripping, frames, ready to install on car	2 vehicle sets		
47	Passenger side entrance door actuator assembly, complete, including DCU, ready to install on car	1 vehicle set		
48	Passenger side entrance door weather stripping	1 vehicle set		
49	Passenger side entrance door glazing, including seals	1 vehicle set		
50	Driver's cab door assembly, complete, including hinges, seals, lock, striker plate	2		
51	Driver's cab door seal	6		
52	Driver's cab door locks / handle	6		
<b>HVAC Equipment - Driver's Cab</b>				
53	HVAC unit, complete, ready for installation on the car and immediate operation	2		
54	Set of HVAC controls, complete	4		
55	Set of HVAC system printed circuit boards	4 per type		
56	HVAC system refrigerant compressor assembly, including electric motor	4		
57	HVAC system evaporator blower assembly, complete with electric motor	4		
58	HVAC system condenser coil assembly	4		
59	HVAC system evaporator coil assembly	4		
<b>HVAC Equipment - Passenger Compartment</b>				
60	HVAC unit, complete, ready for installation on the car and immediate operation	1 vehicle set		

**FINANCIAL OFFER FORM**

61	Set of HVAC controls, complete	4		
62	Set of HVAC system printed circuit boards	4 per type		
63	HVAC system refrigerant compressor assembly, including electric motor	4		
64	HVAC system evaporator blower assembly, complete with electric motor	4		
65	HVAC system condenser coil assembly	4		
66	HVAC system evaporator coil assembly	4		
67	Heating resistors assembly, complete, ready for installation on the car	4		
<b>Braking System</b>				
68	Brake Control Unit (BCU) assembly	1 vehicle set		
69	BCU printed circuit boards	2 per type		
70	Hydraulic brake control unit	2 vehicle sets		
71	Brake disc assembly	4		
72	Brake actuator assembly, complete	4		
73	Brake pads	4 vehicle sets		
74	Brake actuator flexible hoses	2 vehicle sets		
75	Set of speed sensors	5 per type		
<b>Traction System</b>				
76	Traction Inverter assembly, complete, ready to install in car	2		
77	Traction Control Unit (TCU), complete, ready to install on the car	2		
78	TCU printed circuit boards	4 per type		
79	Set of Traction Inverter power electronics modules	2		
80	Set of Traction Inverter control equipment	2		
81	Traction Inverter power conditioning equipment	2		
82	750 Vdc high speed circuit breaker, complete	2		
83	Pantograph complete, ready to install on the car	4		

**FINANCIAL OFFER FORM**

84	Set of pantograph strips	5		
85	Traction motor	4		
86	Set of speed sensors	5 per type		
<b>Auxiliary Electrical System and Battery Charger</b>				
87	Auxiliary power supply and battery charger equipment assembly, complete, ready to install on the car	2		
88	Auxiliary power supply and battery charger equipment printed circuit boards	2 per type		
89	Set of auxiliary power supply and battery charger equipment power electronics modules	2		
90	Set of auxiliary power supply and battery charger equipment control equipment	2		
91	Auxiliary power supply and battery charger equipment power conditioning equipment	2		
92	Battery cells	1 vehicle set		
<b>Electronic Systems</b>				
93	Train Control and Monitoring System (TCMS) equipment complete, including cables connecting the distributed equipment, ready to install on the car	1 vehicle set		
94	TCMS printed circuit boards	4 per type		
95	Driver's display unit assembly complete	6		
96	Event recorder complete, ready to install on the car	2		
97	OBV assembly complete, ready to be installed on the car (including MMI)	2 vehicle sets		
98	Video controller assembly complete, ready to be installed on the car	2		
99	Video screens assembly	1 vehicle set		
100	Audio controller complete, including amplifiers, ready to be installed on the car	2 vehicle sets		
101	TETRA radio assembly complete, including control head, handset, loudspeaker	2 vehicle sets		
102	Passenger counting system assembly, complete, including sensors, remote units, controller etc.	1 vehicle set		
103	Antennas	2 per type		



**“SUPPLY OF ROLLING STOCK (SERIES II)  
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**RFP-291/16  
A.Σ. 38385**

**FINANCIAL OFFER FORM**

104	Communication modules (modems, access points etc.)	2 vehicle sets		
<b>Miscellaneous Equipment</b>				
105	Driver's console pushbuttons and switches	10 per type		
106	DC/DC, DC/AC converters	5 per type		
107	Control relays	20 per type		
108	Circuit breakers	2 vehicle sets		
109	Timers	10 per type		
110	Power contactors	1 vehicle set		
111	Power contactor tips	2 vehicle sets		
112	Special electrical connectors	10 per type		
113	Special mechanical fasteners	10 per type		
114	Mechanical fasteners	1 vehicle set		
115	Tram (TA2) to tram (TA1) adaptor	2 pieces		
<b>Equipment for pulling vehicles in case of failure and for maintenance purposes</b>				
116	One (1) set of wheel skids	2 pieces		
117	One (1) set of accommodations bogies	1 piece		
118	One (1) adaptor set, for the service vehicle (Unimog) in order to push and pull the vehicles	2 pieces		
119	Battery Electric Vehicle, auxiliary tractor	1 piece		
120	One (1) set of specific lifting tackle for the phases of loading/unloading/transport of the tramway vehicles	1 piece		
<b>Total Cost</b>				