



## PROCUREMENT PROCESS

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## Disclaimer

*For the avoidance of doubt this presentation is solely made for the purpose of informing the market and of initiating a technical dialogue with the market in order to prepare a joint procurement procedure.*

*It does not signify the beginning of a procurement procedure or constitute a commitment by the public procurers involved in the presentation to undertake such exercise at a later stage.*

*The final form of the procurement could differ from the form presented during this meeting.*

*Participation in this open dialogue event is not a precondition for responding to the planned procurement procedure.*



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# Outline

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- Conclusion and next steps

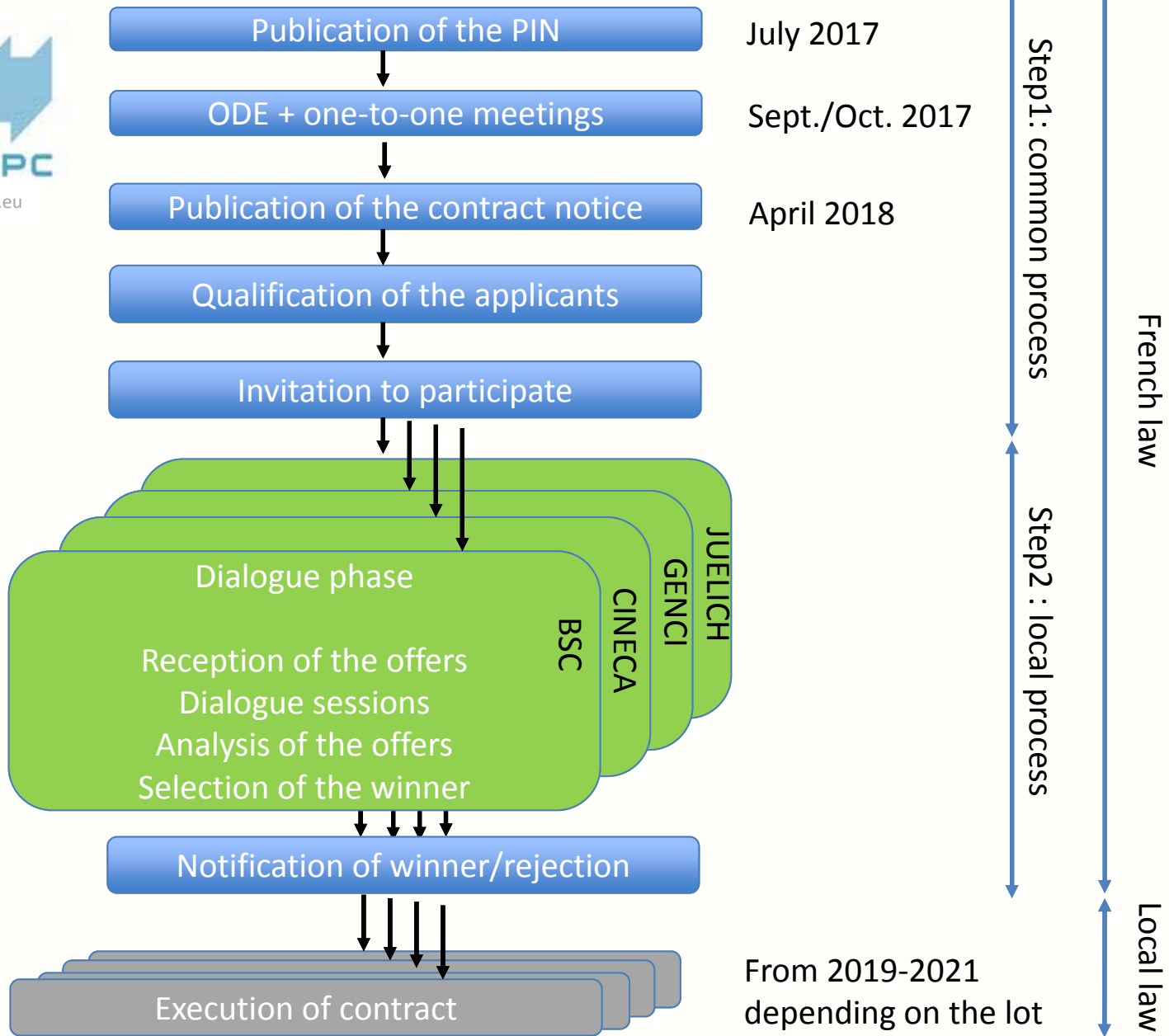


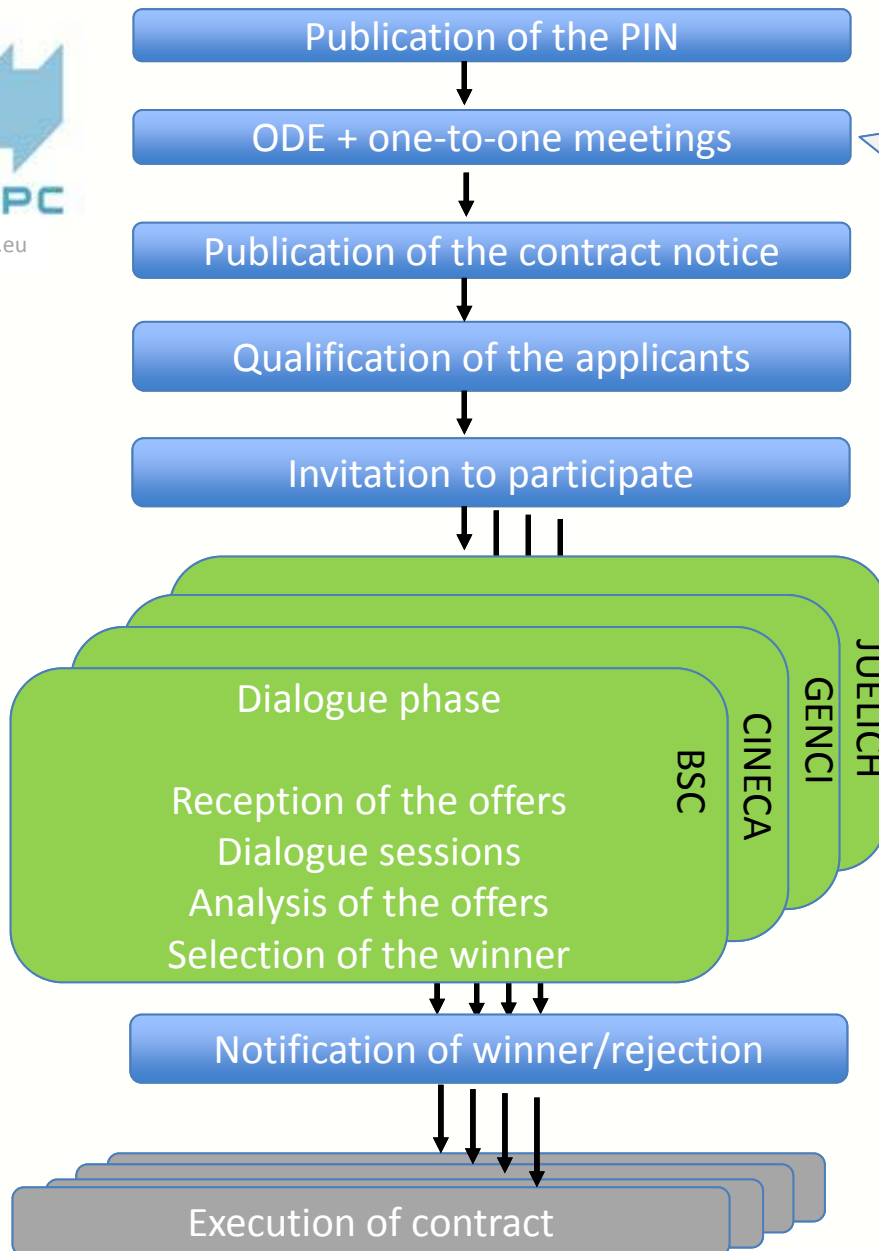
## Procurement process - Goal

- The goal of the 4 public procurers involved (BSC, CINECA, GENCI, JUELICH) is, for each of them, to procure
  - An innovative high performance supercomputer and/or an innovative high performance storage system that will be integrated in their computing center to be used as production systems
- The procurement procedure will be conducted jointly in order to maximize the impact on the market and the benefit for the procurers - based on
  - Common
    - Core functionality and performance characteristics
    - Topics of innovation
    - Qualification of candidates
    - Methodology for contract award
  - Complemented by 'local' ('lot specific') functionality and innovation focus due to differences in the local context of each individual procurer
- It is designed to be as simple as possible for the suppliers and for the procurers
  - while making it possible for each procurer to select independently the supplier for its lot taking into account its local context

## Procurement process - Overview

- The procurement process is managed by a “lead procurer”: GENCI under the French law:
  - The procedure is a competitive dialogue
  - Organized jointly as a occasional joint procurement
- Overview
  - A single “competitive dialogue” with 4 lots (one per public procurer)
    - Step1: The “competitive dialogue” is first conducted jointly until the dispatch of the tendering package to the candidates admitted to participate to the dialogue
    - Step2: The remaining of the “competitive dialogue” is conducted independently by the 4 procurers for their own lot
  - The lead procurer notifies formally the winning and rejected candidates for all lots
  - The contract for each lot is signed and executed independently by each public procurer under its national law

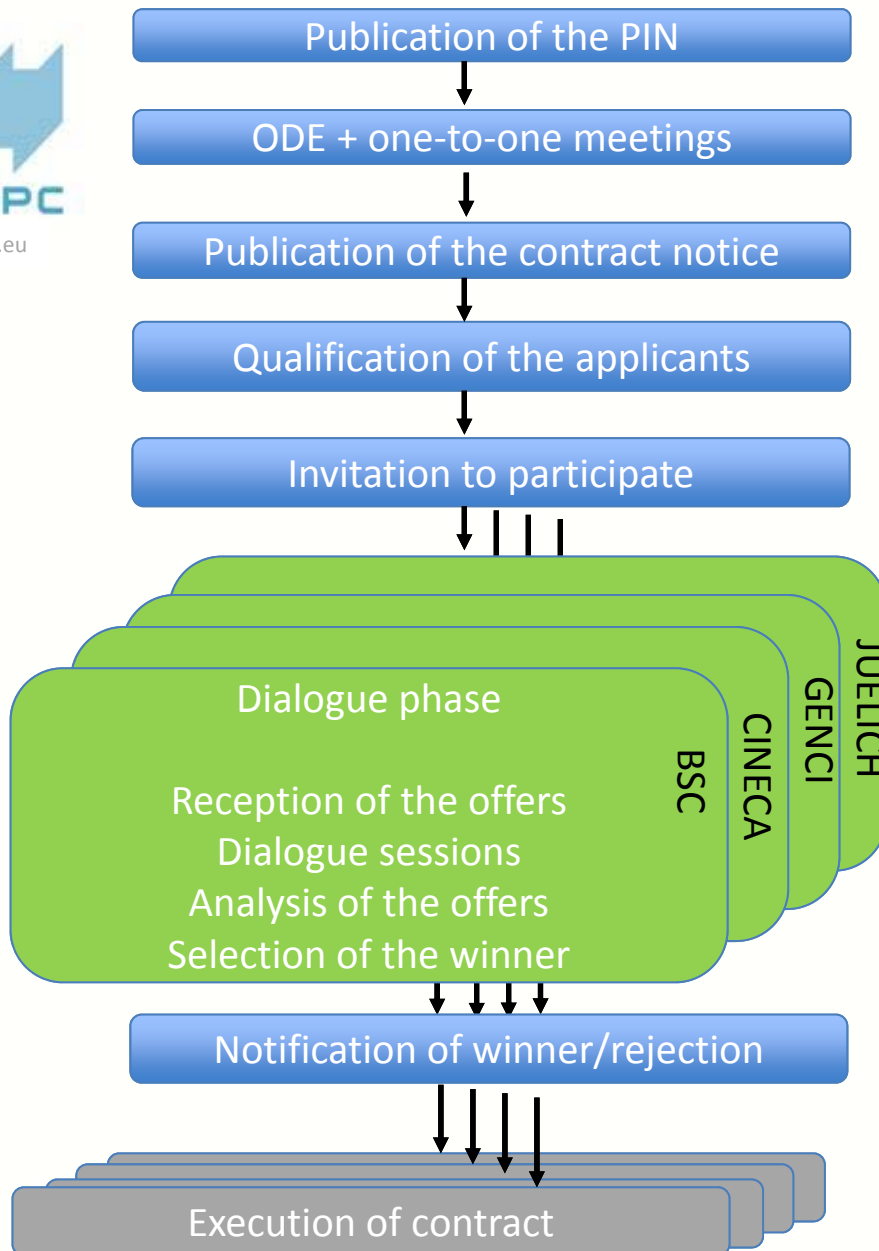




The goal is to inform the market and to gather input from the market

The one-to-one meetings are expected to be used for getting confidential information from suppliers

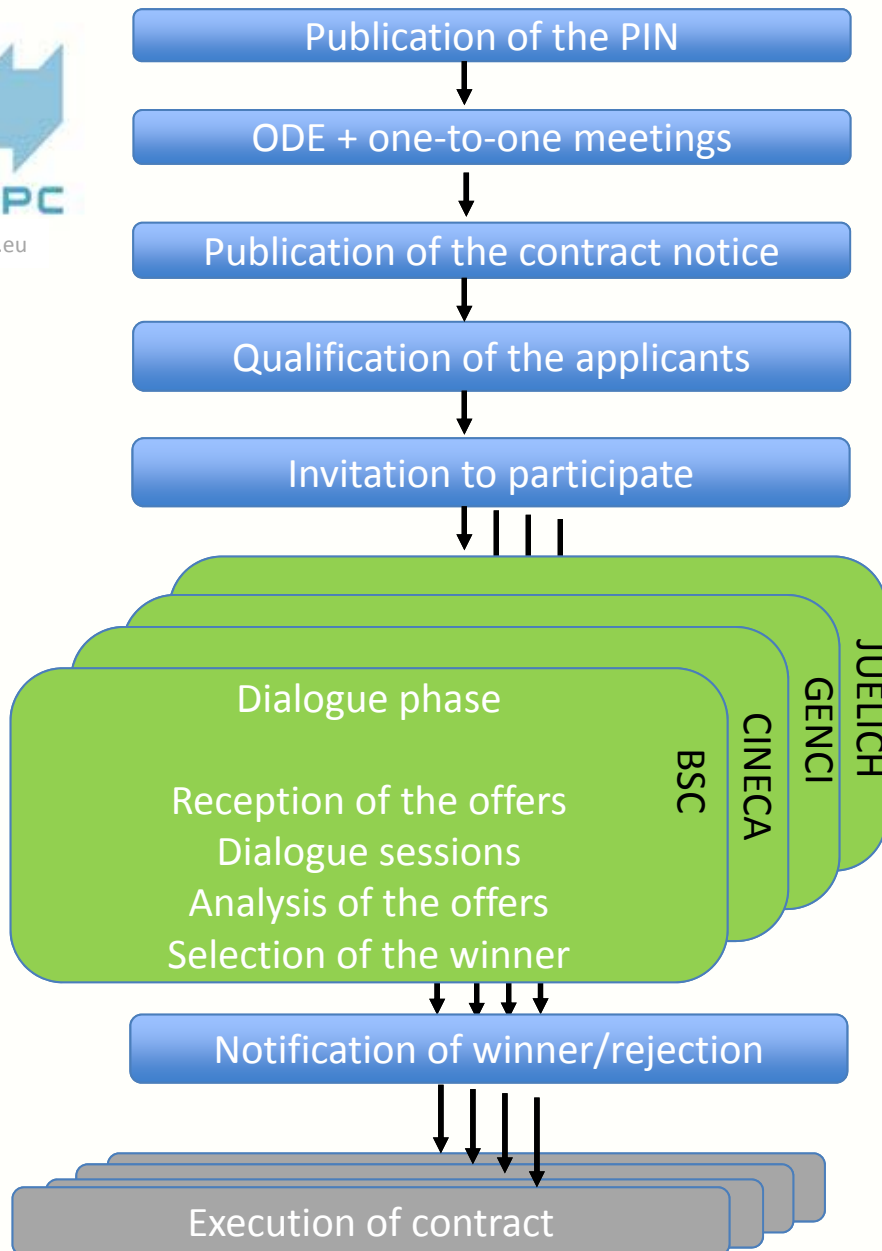
Information of general interest will be made available to all interested party (Q&A) in order to avoid distortion of competition



Each public procurer will conduct the dialogue according to the target date of the installation of the system

Site	Dialogue	Date of installation
BSC	Second half of 2018	2019
CINECA	Second half of 2018	Second half of 2019
GENCI	From Aug. To Dec. 2018	Second half of 2019
JUELICH	From June to Oct. 2019	End of 2020





Qualified candidates will decide which lot(s) they want to compete for

During the course of the dialogue phase, a public procurer may reduce the number of candidates participating to the dialogue for its lot based on the application of the award criteria

## Procurement process – Summary

- A contract notice will be published (tentative date: April 2018) specifying criteria for the qualification of candidates to participate to the competitive dialogue
- Each candidate will send a request to participate to the competitive dialogue to the lead procurer by providing the information for qualification, in English
- The assessment of candidates, organized by the lead procurer, will be done jointly by the 4 procurers
- The qualified candidates will receive a tendering package including the information for the 4 lots
- The lead procurer will invite all qualified candidates to declare their interest to compete for each lot
- Each procurer will send to the interested candidates an invitation to a first audition dedicated to providing clarification about the lot
- Each selected candidate will send a first offer directly to the owner(s) of the lot(s)
- Each public procurer will conduct the dialogue independently and decides on the winner and the rejected candidates based on the award criteria published in the tendering rules. Official notification will be sent by the lead procurer (GENCI)
- Each procurer will finalize and sign a contract with the winner for its lot and then execute this contract

## Legal aspects – Process (1/2)

- GENCI acts as interface with the economic operators
  - including the notifications to the bidders (award/rejection decisions)
  - except during the dialogue phase
- Governance of the procurement
  - A lead procurer, acting in the name and on the behalf of the 4 procurers for the joint part (in blue in the picture)
  - 4 public procurers, acting in the name of GENCI and on their own behalf for the lot specific part (dialogue phase) (in green in the picture)
  - Common opening committee for the qualification of candidates
  - 4 evaluation committees (one per lot)
- Tender documentation
  - Contract notice, including a short description of the four lots
  - Tendering package (qualified candidates only) including:
    - the common and local tendering rules
    - the common and local technical specifications
    - the common and local award criteria
    - the local draft contract(s)

## Legal aspects – Process (2/2)

- Language
  - Tender documentation
    - The contract notice, including the description of the four Lots, shall be drawn up in English and in French. The French version shall prevail
    - The common and local tendering rules shall be drawn up in English and in French. The French version shall prevail
    - The common and local technical specifications shall be only drawn up in English
    - The common and local award criteria shall be only drawn up in English
    - The local draft contract(s) shall be only drawn up in the local language for the Lot
  - Request to participate – in English
  - Dialogue – each procurer will decide which language to use (likely its own language or English)

## Legal aspects – Candidates rules

- The candidates may apply as a sole economic operator or as a consortium member with a designated representative which will represent the members of the consortium
- A candidate will not be able to apply as a member of several consortia
- The candidates may subcontract a part of each public contract

## Conclusion and next steps

- The procurement procedure was designed to be as simple as possible for the suppliers while fulfilling our goal
- This procedure will make possible to procure jointly innovative equipment for our HPC centers in a open, fair and transparent way
- We encourage you to ask question if any clarification is needed
  - Today or at the latest October 16<sup>th</sup>
- We welcome feedback on the procedure we plan to use
  - Today or at the latest October 16<sup>th</sup>
- All question of general interest, whenever asked, will be published on the project website (Q&A)
- Next steps are technical one-to-one meetings
  - NDA prepared by the project



## PROCUREMENT PROCESS - Q&A

Moderator : P. Alberigo, CINECA

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