



LAO PEOPLE'S DEMOCRATIC REPUBLIC  
PEACE INDEPENDENCE DEMOCRATIC UNITY PROSPERITY

Ministry of Education and Sports  
Department of Secondary Education  
Vientiane Capital

No. 223 /DSE. SESDP/2013  
Date: 6 Mar 2013

## ***Invitation for Bid***

**Grant No.: 0257-LAO: Secondary Education Sector Development Program**  
**Contract No. and Title: SESDP-GOODS-TB/TG-M4-2013-01 and**  
**SESDP-GOODS-TB/TG-M4-2013-02**  
**Printing Services and Delivery of Textbooks and Teacher's Guides for Use**  
**in Secondary Education (M4)**

**Deadline for Submission of Bids: 8 April 2013, 10:00 AM (Lao PDR time)**

1. The Lao People's Democratic Republic has received a Grant from the Asian Development Bank (ADB) under the Secondary Education Sector Development Project (SESDP). Part of this grant will be used for payments under the contracts for the Procurement of M4 textbooks and teacher's guides for use in Secondary Education for the Ministry of Education and Sports under the Secondary Education Sector Development Project (SESDP).
2. The Ministry of Education and Sports now invites sealed Bids from eligible Bidders for printing and delivery of textbooks and teacher's guides for use in secondary education for M4. The location of the warehouse will be in Vientiane.

Lot No.	Contract ID	Title	Number of Printing Books (Copies)
1	SESDP-GOODS-TB/TG -M4-2013-01	Social Science	448,905
2	SESDP-GOODS-TB/TG -M4-2013-02	Natural Science	554,058

Bidders may bid for one or two contracts, as further defined in the bidding document.

3. Only eligible bidders with the following key qualifications should participate in this bidding:

### 3.1 Financial Criteria

#### Financial Position

Audited financial accounts for the last three complete fiscal years that demonstrate the soundness of its financial position and that it has the financial resources to perform the proposed contract. For a joint venture bidder, each partner must meet this requirement.

#### Cash Flow Capacity

Availability of or access to liquid assets, lines of credit, and other finances sufficient to meet any possible cash flow requirement at least US\$ 203,000 for Lot 1 and US\$ 243,000 for Lot 2, which may arise during the execution of the contract. This should be in appropriate cases also take into account the Bidder's commitments for other contracts. If a Bidder is a joint venture, all partners combined must meet 100% of the required amount,

one partner must meet at least 40% of the required amount, and each other partner(s) must meet at least 25% of the required amount.

### 3.2 Experience Criteria

#### Contractual Experience

At least two contracts successfully completed as main supplier within the last three years with the contract amount not less than US\$ 325,000 for Lot 1 and not less than US\$ 388,000 for Lot 2. The nature and complexity of these contracts should be comparable to the contract to be let. For a joint venture bidder, any of the partners must meet this requirement.

#### Technical Experience

Successfully completed at least three contracts which show skills in printing, binding and finishing and be a printer that has been involved in printing, binding, finishing and delivery for at least five separate companies or organizations.

### 3.3 Supply Capacity

#### Size of Operation

Average annual turnover (converted into US Dollars) defined as the total payments received by the Bidder for contracts completed or under execution over the last three years. Minimum average annual turnover of amount shall not be less than US\$1,218,000 for Lot 1 and US\$1,454,000 for Lot 2. If a Bidder is a joint venture, all partners combined must meet 100% of the required amount, one partner must meet at least 40% of the required amount and each other partner(s) must meet at least 25% of the required amount.

### 3.4 Litigation History

All pending claims, arbitration, or other litigation shall represent in total not more than 50% of the Bidder's net worth. For a joint venture bidder, each partner must meet this criterion.

4. National competitive bidding (NCB) will be conducted in accordance with ADB's Single-Stage: One -Envelope procedure and is open to all Bidders from eligible source countries.
5. Interested eligible Bidders may obtain further information from SESDP Project Management Unit and inspect the Bidding Document at the address given below from 8:00-12:00 pm and 1:00-4:30 pm (Monday to Friday only).
6. The Bidding Document, in the English language, may be purchased by interested Bidders on the submission of a written application to the address below and upon payment of a nonrefundable fee of LAK800,000 per lot. The method of payment will be in cash or cashier's check. The document will be sent by courier service or claimed personally. No liability will be accepted for loss or late delivery.
7. Bids must be delivered to the address below at or before 9:30 am, 8 April 2013. All Bids must be accompanied by a Bid Security in the amount specified in the bid document. Electronic bidding will not be permitted. Late bids shall be rejected. Bids will be opened in the presence of the Bidders' representatives who choose to attend at the address below at 10:00 am, 8 April 2013.

8. The Ministry of Education and Sports will not be responsible for any costs or expenses incurred by Bidders in connection with the preparation or delivery of Bids.

Address

Project Management Unit,  
Secondary Education Sector Development Project,  
Department of Secondary Education, Ministry of Education and Sports  
Second Floor, PMU Office, Sports Committee Building  
Lykehuoun, Anou Village, Chanthabouly District,  
Vientiane Capital, Lao PDR  
Telephone: (856-21)251886  
Facsimile number: (856-21)223262  
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MR. LY FOUNG  
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