

CALL FOR TENDER

SUMMARY INFORMATION

Call for tender no-	5000000018
Subject	Exhibition - Stand installation and removal services for the HAI – Heli Expo 2016 (Louisville Kentucky, USA)
Description of the supply	Stand installations for HAI 2016 Exhibition
Type of supply	Services
Duration of contract/work	HAI 2016
Presumed bidding starting price	€ 1.000.000
General awarding criteria	Best technical and economical proposal
Date of publication	26 November 2015
Deadline	10 December 2015 time 06:00 pm (Italian Time)

DETAILED INFORMATION

1. General information

Finmeccanica Global Services S.p.A - a single member company, subject to the direction and coordination of Finmeccanica - *Società per azioni* - (incorporated in Italy as a joint stock company) - (hereinafter "FGS") intends to issue a call for tender having as its subject: Stand installations for HAI 2016 Exhibition.

The Contract includes:

- Transportation and storage of materials;
- Customs duties (If necessary);
- Executive design of the stand;
- Installation and removal;
- Costs for rigging and compilation of fair event form;
- Cleaning and assistance during the events;

The bidding starting price amounts to 1.000.000 Euros.

2. Entities admitted to tender

The following are admitted to participate in the tender procedure for works, services and supplies:

- a) sole proprietor enterprises (including craft businesses), trading companies, cooperatives;
- b) Consortia of production and work cooperative companies incorporated under Law no. 422 of 25 June 1909 and Legislative Decree. C.P.S. no. 1577 of 14 December 1947, and subsequent amendments and additions, as well as consortia of craft businesses incorporated under Law no. 443 of 8 August 1985;
- c) Permanent consortia, including consortium companies, incorporated pursuant to Article 2615-ter of the Italian Civil Code, consisting of sole proprietor enterprises (including craft businesses), trading companies, production or workers cooperative companies;
- d) Competing consortia incorporated under Article 2602 of the Italian Civil Code, whose members include the entities referred to in sub-paragraphs a), b) and c) of this paragraph, even in the form of a limited liability consortium, in accordance with article 2615 of the Italian Civil Code.

The following are only admitted to tender for works:

- e) Temporary associations of bidders made up of the entities person referred to in sub-paragraphs a), b) and c) above.
- f) Entities who have entered into a European Economic Interest Grouping (EEIG), under Legislative Decree no. 240/1991.

The participation in this tender by more than one temporary grouping of companies, consortium or EEIG, or the submission of bids as both an individual entity and as a member of a grouping, consortium or EEIG, is forbidden.

Bidding suppliers for whom more than 70% of total annual turnover is generated by orders from one or more companies belonging to the Finmeccanica Group, are not allowed to bid, excess in case of express authorization from FGS in consideration of special technical requirements. For consortia, this percentage shall be calculated according to the annual turnover of the consortium itself.

Each consortium in points b), c) and d) above shall indicate, in its expression of interest, the individual consortium members in the name of which the bid is submitted, and for each of them, the type of works / services / supplies that will be performed. The composition of the consortium indicated in the disclosure for interest is unchangeable without the prior written consent of FGS.

Pursuant to the above, it is forbidden for an individual consortium member to submit a bid in any other form to this tender procedure. In the event that this rule is broken, both the consortium and the individual consortium member will be excluded from the tender.

The contemporary participation in this tender procedure by a parent company and its subsidiaries is also forbidden. In the event that this rule is broken, both the parent company and its subsidiaries will be excluded from the tender.

All bidders whom FGS does deem not to have appropriate professional reliability will in all cases be **excluded** from the tender without explanation. Bidders will be deemed not have appropriate

professional reliability who in the last three years incurred, by way of example but not limited to, in the following:

- Termination for breach of contract with FGS, Finmeccanica SpA or other companies of the Finmeccanica Group;
- Declared non-testability of works, services and supplies according to the contracts concluded by the FGS, Finmeccanica SpA or other companies of the Finmeccanica Group;
- Breach of any of the provisions of the Code of Ethics of FGS, Finmeccanica SpA and Finmeccanica Group, during the performance of previous contracts;
- Failure to take delivery, by default or cause, for works, supplies or services entrusted by FGS, Finmeccanica SpA or other companies of the Finmeccanica Group;
- Revocation of the award of a tender.

3. Minimum requirements for participation

Entities meeting the following minimum requirements for participation (hereinafter "Minimum Requirements") may be invited to tender:

- Annual turnover of at least € 3.000.000 each year in the last three years;
- Must have a partner with a US legal entity for all contractual obligations related to serving as exhibit house for US exhibitions.
- Supplier and/or the US legal entity or partner must have demonstrated experience working with all US organized labor markets including California, Florida, Texas, Nevada and Kentucky in the last 24 months;
- Supplier and/or the US legal entity or partner must have, compliant with the state labour law, staff directly employed maintaining membership in relevant labor unions with jurisdiction at relevant exhibit venues;
- Must have an audited financial statements.
- Supplier and/or the US legal entity or partner must guarantee the availability of supply additional own credit (credit card, bank credit,...) to cover pre-payment costs required before and during the buildup activities and during the event
- Supplier and/or the US legal entity or partner must have available, secure, staffed and temperature controlled storage and/or warehouse space in the United States.
- Supplier and/or the US legal entity or partner must be fully licensed and insured, carrying comprehensive benefits including disability and workers compensation in compliance with all relevant US, State and local labor and corporation laws.
- Supplier and/or the US legal entity or partner must have demonstrated experience working in at least in 1 US tradeshow or exhibition at least 500,000 sq/ft total exhibit space in 18 months prior with visual evidence of work and written endorsements from third-party services organizations affiliated with said US exhibition.
- Supplier and/or the US legal entity or partner must have a licensed architect/engineer for project management activities that should be part of the overall contract including full compliance of local laws and regulations which will be the responsibility of the

architect/engineer. Possession of the documentation above, copy of National Council of Architectural Registration Boards Membership and copy license from issuing-state

It is noted that participation in the tender is not permitted by pooling funds.

In regards to participation requirements for consortia, it is specified that:

- Ethical and legal requirements must be fulfilled by the consortium and all its members. Along with the disclosure for interest, the ethical/legal self-certification must be provided: a) for each consortium member on whose behalf the consortium participates in the tender; b) for the consortium itself; and c) for the consortium on behalf of all members not participating in the supply
- The minimum turnover must be made by the consortium itself or, alternatively, through a combination of turnover of individual consortium members on whose behalf the consortium is participating in the tender
- The technical, organisational and professional requirements must be possessed by each member on whose behalf the consortium is participating in the tender;

The same also applies to any temporary groupings, with the norm being to consider the components of the grouping instead of the member businesses.

4. Disclosure for interest

By no later than the expiration date of this call for tenders, parties interested in being invited to tender, provided they meet the requirements, are required to:

- Submit their application by registering in the FGS Procurement Portal (link: <https://supplier-registration.finmeccanica.com>) and proceed, after obtaining their credentials, with the provision of the requested data. Suppliers who are already registered on the Supplier Portal and have their access credentials, are requested to confirm and update any data and information previously entered in the system.
- Communicate their Disclosure of interest by accessing the reserved area of the FGS Procurement Portal (<https://procurement.finmeccanica.com>), responding to the invitation to tender (within the portal is a Manual entitled "*Responding to a Call for Tenders*") and uploading the following documents:
 - A statement issued by at least one bank or intermediary authorized according to Legislative Decree n. 385/93, attesting to their financial and economic capability/strength (the so called Bank References);
 - Certification that the Supplier have realised an overall turnover, for the three year period prior to the publication of this call, of at least 3.000.000€ each year.
 - Declaration of having a partner with a US legal entity;
 - Declaration of having demonstrated experience working with all US organized labour market in the last 24 months;

- Declaration of having staff directly employed maintaining membership in relevant labour unions;
- Audited Financial Statements;
- Declaration of availability of supply additional own credit (credit card, bank credit,...) to cover pre payment costs required before and during the buildup activities and during the event
- Declaration of availability of secure, staffed and temperature controlled storage and/or warehouse space in the United States.
- Declaration that the US legal entity or partner legal entity is fully licensed and insured, carrying comprehensive benefits including disability and workers compensation in compliance with all relevant US, State and local labor and corporation laws;
- Brief Company presentation with evidence of demonstrated experience working in at least in 1 US tradeshow or exhibition at least 500,000 sq/ft total exhibit space in 18 months prior with visual evidence of work and written endorsements from third-party services organizations affiliated with said US exhibition;
- Declaration of availability of a licensed architect/engineer for project management activities able to assure full compliance of local laws and regulations;
- Certification of overall turnover with the detail of turnover related to Finmeccanica Group.

Please note that after the expiration time of this invitation to tender, it will no longer be possible to respond to the call and communicate your disclosure of interest.

In any case, applicants who communicate their disclosure for interest must acknowledge and accept that they cannot claim any right to be invited to tender, with no obligation on the part of FGS to provide any reasons.

For those who may be invited to tender, if they have not already been pre-qualified or qualified by FGS, a process of pre-qualification will begin on the Procurement Portal. This process will require them to provide additional documentation to support the evaluation of their ethical, legal and economic/financial requirements.

5. Handling of data

Pursuant to Legislative Decree 196/03, we hereby inform that the data supplied by the parties concerned are dealt with by FGS for purposes related to the public tender and for any subsequent phase of the process as well as drafting and contract management. The owner of the data is the Global Service Finmeccanica SpA, with registered offices in Rome - 00195, Piazza Monte Grappa, 4.

6. Regulations as per Legislative Decree 231/2001 and Anti-corruption Law

By communicating their disclosure of interest, each applicant acknowledges and agrees their prior acceptance of the Code of Ethics of Finmeccanica SpA Global Services and the Anti-Corruption Code of the Finmeccanica Group, which is a prerequisite for participation in the tender procedure and

therefore, in case of invitation to participate, they agree to comply with the provisions contained therein. The aforementioned documents are available from the website www.finmeccanicaglobalservices.com - "FNM Group" section on the "Ethics and Compliance" page.

7. Other information

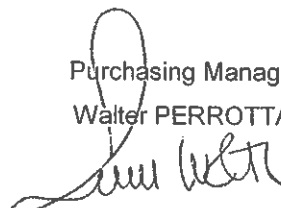
The arrangements for submitting the bids, any other grounds for exclusion from the tender and other information, will only be communicated to those who, following the forwarding of their disclosure of interest, together with the documents mentioned herein and the verification by FGS of the minimum tendering requirements set out in this call for tenders, will be invited to participate in the bidding process.

This request is not binding in any way for this company nor the beneficiaries of the supply and should not lead to expectations whatsoever about the entities presenting their disclosure of interest. FGS, with incontestable discretion, reserves the right not to award the tender, to award only part of the contract, to restart the tender procedure or to make changes to this invitation to tender.

Finally, please note that this tender procedure and the related contract are subject exclusively to the rules of private law, ruling out the applicability of the Public Contracts Code (Legislative Decree no. 163/2006) and its implementing measures, even in the presence of explicit references to specific provisions of the Public Contracts Code (or its implementing measures) contained, optionally, in the invitation to tender or documents related to it.

Yours faithfully

Purchasing Manager
Walter PERROTTA



With reference to the above Call for Tender, please be informed that the requirement set at article 3 (Minimum Requirements), bulletn. 9:

- “Supplier and/or the US legal entity or partner must have demonstrated experience working in at least in 1 US tradeshow or exhibition at least 500,000 sq/ft total exhibit space in 18 months prior with visual evidence of work and written endorsements from third-party services organizations affiliated with said US exhibition.”

is to be intended amended as below:

- “Supplier and/or the US legal entity or partner must have demonstrated experience working in at least in 1 US tradeshow or exhibition at least 15.000 sq/ft total exhibit space in 18 months prior with visual evidence of work and written endorsements from third-party services organizations affiliated with said US exhibition. “

For the above, the related article 4 (Disclosure for interest), bullet 2, point 10:

- “Brief Company presentation with evidence of demonstrated experience working in at least in 1 US tradeshow or exhibition at least 500,000 sq/ft total exhibit space in 18 months prior with visual evidence of work and written endorsements from third-party services organizations affiliated with said US exhibition;”

is to be intended amended as below:

- “Brief Company presentation with evidence of demonstrated experience working in at least in 1 US tradeshow or exhibition at least 15.000 sq/ft total exhibit space in 18 months prior with visual evidence of work and written endorsements from third-party services organizations affiliated with said US exhibition;”

All the remaining points related to the above Call for Tender remain unchanged and valid.

Purchasing Manager
Walter PERROTTA

