



## SPECIFICATIONS FOR THE ACQUISITION OF MARINE ELECTRICAL CABLES FOR CORGAL, CORORO AND CORESM OF THE ZEUS PROJECT

### SECTION I INVITATION EXCEPTIONAL CONTRACTING PROCESS

PE-ASTEP-2025-010

Ecuadorian Naval Shipyards -ASTINAVE EP., by virtue of Administrative Resolution No. ASTINAVE EP-GGE-DJU-046-2024, of December 2, 2024, which amends the Procurement Regulations by Specific Line of Business of Ecuadorian Naval Shipyards -ASTINAVE EP., related to Exceptional Contracting, and resolution to initiate the process No. **GGE-GLO-CTR-011-2025**, the company **HELMACAB LTD** is invited to participate in the "**ACQUISITION OF MARINE ELECTRICAL CABLES FOR CORGAL, CORORO AND CORESM OF THE ZEUS PROJECT**", to present its technical and financial proposal, in this process.

The conditions of the contest are:

- 1. Purpose of the process:** The purpose of this tender is the **ACQUISITION OF MARINE ELECTRICAL CABLES FOR CORGAL, CORORO AND CORESM OF THE ZEUS PROJECT**
- 2. Reference budget:** ASTINAVE EP has funds available to fulfill the purpose of the contract, having previously certified the funds in Budget Items No. 631006-11-110316, called INDUSTRIAL-PROJECT MANAGEMENT, for an amount of **\$ 1,152,613.00 (ONE MILLION ONE HUNDRED AND FIFTY-TWO THOUSAND SIX HUNDRED THIRTEEN AND 00/100 DOLLARS OF THE UNITED STATES OF AMERICA)**.
- 3. Schedule of the procedure:** The schedule that will govern the procedure will be as follows:

Ecuador Time GMT-5

| Concept                                   | Day               | Hour  |
|---|-------------------|-------|
| Date of invitation and call               | February 14, 2025 | 17:00 |
| Deadline for receipt of questions         | February 18, 2025 | 17:00 |
| Deadline for clarifications and responses | February 19, 2025 | 16:00 |
| Deadline for proposal submission          | March 07, 2025    | 15:00 |
| Bid opening date                          | March 07, 2025    | 16:00 |
| Estimated Award Date                      | March 14, 2025    | 17:00 |

- 4. Questions, answers and clarifications:** Invited bidders may ask the questions they deem necessary, or if they need clarification on a part of the documents, they will request ASTINAVE EP, these questions should be sent to the following emails [jovera@astinave.com.ec](mailto:jovera@astinave.com.ec) and [mbravo@astinave.com.ec](mailto:mbravo@astinave.com.ec). The technical committee of the process will answer the questions or make the necessary clarifications to the email of the invited recipient.
- 5. Validation of errors:** In accordance with the provisions of resolution **RE-ASTINAVE EP-**





**GGE-DJU-046-2024** in which the Regulations for Contracting by Specific Line of Business of ASTINAVE EP are issued, it indicates in "Art. 60.- Validation of errors. - Action shall be taken in accordance with the provisions of Article 45 of these Regulations. Once the bids have been analyzed, if formal errors are presented, they may be validated by the bidders, at the request of the Technical Commission of -ASTINAVE EP-, within a period of 2 to 5 days, counted from the date of notification. This term shall be set at the discretion of the Technical Commission in relation to the procurement procedure and the level of complexity and magnitude of the procurement required. The request for validation of errors will be notified to all bidders through physical or electronic means and for this purpose the Certificate of Validation of Errors will be prepared."

- 6. Changes to the schedule:** ASTINAVE EP may modify the schedule until the deadline set to make the clarifications and responses; the change will be notified by email to the invited suppliers.
- 7. Validity of the offer:** The offer will be understood to be valid for up to 90 days or until the conclusion of the contract.
- 8. Bid price:** The price of the proposal will be understood as the value that the bidder states in its technical and economic bid. The bid price must cover all the activities and costs necessary for the bidder to comply with the purpose of this process, to the full satisfaction of ASTINAVE EP. It is understood that any omission is voluntary and intended to obtain prior ones that allow it to present a more advantageous offer.

For this contract, a variation in unit prices of the goods to be acquired of +/- 3% is provided in accordance with the LME of the raw material of the awarded products that corresponds to copper, this variation is subject to the nature of the products, whose price has a high tendency of global fluctuation in the market. Therefore, taking into consideration the delivery period of this contract and due to the need to comply with the execution of the contract with our end customer, they may consider a price readjustment on the date of signing the contract. For which the supplier must justify in the event of a price variation, which must be approved by the contract administrator. In order to manage the issuance of the budget certification in the event that the value exceeds the budget awarded in this process.

The tender must be submitted in United States dollars. Payment will be made in the same currency.

The price that ASTINAVE EP will pay to the successful bidder is without bank discounts or transfer fees.

The price of the goods is in terms of INCOTERMS 2020 – CIF Guayaquil. The economic offer shall break down the unit price of each item, the value of the merchandise, and other expenses according to what is required in the technical specifications.

**9. Lead Time:**

The delivery time of the goods subject to the contract is 150 calendar days, which will run from the day after the written notification by the contract administrator regarding the availability of this, in the bank account provided by the contractor.

- 10. Conditions for importation:** For customs clearance, the supplier is obliged to send the import documents (invoice, packing list, EUR.1 and other documents) by email, at least 5 days before shipment.





The supplier is obliged to deliver the original physical documentation so that ASTINAVE EP can carry out customs clearance without delay. Therefore, he will deliver said original documentation against shipment of the goods.

ASTINAVE EP will be the only one in charge of authorizing the shipment to THE SUPPLIER. If there is no authorization for shipment and the material is still shipped, it could be re-sent to origin for not complying with the requirements of Ecuadorian customs and THE SUPPLIER will be responsible for assuming these expenses.

No merchandise in addition to what is mentioned in the Packing List of each package will be sent, unless the additional is notified to ASTINAVE EP and it in turn approves its shipment.

Any delay caused by the non-delivery of documentation for customs purposes will be the sole responsibility of the supplier.

**11. Payment method:** The following payment method and conditions are established:

ASTINAVE EP, will pay the contract for the "**ACQUISITION OF MARINE ELECTRICAL CABLES FOR CORGAL, CORORO AND CORESM OF THE ZEUS PROJECT**", according to the following:

- **FIRST PAYMENT:** 50% Down payment, for which the successful bidder will provide a **GUARANTEE** of good use of the advance payment, and a guarantee of faithful compliance.
- **SECOND PAYMENT:** 45% Payment will be made with prior authorization from the contract administrator, once notified that the goods are ready for delivery, photographic evidence, commercial invoice, packing list, technical certificates of compliance with IEC standards for electrical cables.
- **THIRD PAYMENT:** 5% against **TOTAL** delivery of the goods incoterms CIF - Guayaquil, upon acceptance of the goods by the contract administrator and subscription of the delivery and total reception act.

For the present contracting a variation of unit prices of the goods to be acquired of +/- 3% according to the LME of the raw material of the awarded products that corresponds to copper is provided, this variation is subject to the nature of the products, whose price has a high tendency of global fluctuation in the market. Therefore, taking into consideration the delivery term of this contract and due to the need to comply with the execution of the contract with our final customer, a price readjustment may be considered at the date of signing the contract. For which the supplier must justify in the case of a price variation, which must be approved by the contract administrator. In order to manage the issuance of the budget certification in the event that the value exceeds the awarded budget of this process.

**12. How to submit the bid:** The bid must be sent to the email address of the president and secretary of the technical commission [jovera@astinave.com.ec](mailto:jovera@astinave.com.ec) and [mbravo@astinave.com.ec](mailto:mbravo@astinave.com.ec) until the date and time described in the process schedule.





The bidder must attach the following documents to its bid:

- Copy of the passport or identity card of the legal representative or his or her representative
- Document that proves the existence and validity of the company (statutes or deed of incorporation or registration with the competent entity of the country of origin, etc.).

**The offer sent after the day and time set for its delivery-receipt will not be taken into account.**

**13. Single Bid Form:** The bid will be made up of the following forms:

- 1.1 General Data of the bidder;
- 1.2 Bank information for transfer;
- 1.3 Table of quantities and prices;
- 1.4 Component of the goods and services offered;
- 1.5 Oferent Experience.
- 1.6 Technical Guarantee Form;

**14. Evaluation of the offer (complies/does not comply):** The qualification parameters proposed below are the minimum conditions that the offer must meet. The parameters will be evaluated using the "meets or does not meet" methodology. If the offer meets all the requirements, it will be valued according to its price.

For this process, the parameters to be evaluated correspond to those detailed in the following table:

**TECHNICAL AND ECONOMIC BID COMPLIANCE CHECKBOX**

| Rating Parameter         | Meets | Not compliant |
|--------------------------|-------|---------------|
| Bid Integrity (Forms)    |       |               |
| General Experience       |       |               |
| Specific Experience      |       |               |
| Delivery time            |       |               |
| Reference Budget         |       |               |
| Technical Warranty       |       |               |
| Technical Specifications |       |               |
| Minimum requirements     |       |               |

**15. Technical Warranty**

The awarded bidder, in compliance with the requirements and other general and specific conditions for the **"TECHNICAL REPORT OF NEED FOR THE ACQUISITION OF MARINE ELECTRICAL CABLES FOR CORGAL, CORORO AND CORESM OF THE ZEUS PROJECT"**, WILL ENSURE THAT ALL THE GOODS REQUESTED COMPLY WITH THE SPECIFICATIONS.

The technical guarantee period will be 12 calendar months, counted from the date of signing the Total Delivery Receipt Certificate.

The technical guarantee will validate that the goods are completely new from the factory, of optimal quality, that they are free of defects and manufacturing faults, and that they comply with the technical specifications, manufacturing standards and requirements demanded by ASTINAVE EP.

During the term of validity of the Technical Guarantee, if ASTINAVE EP requests the exchange of parts or pieces of the contracted goods that have been considered defective, these will be replaced with new ones of the same quality and condition, at no additional cost to ASTINAVE EP within a maximum period of 70 calendar days, counted from the date of notification.

#### 16. Guarantee Faithful Fulfillment of contract.

*To ensure compliance with the contract and to respond to the obligations contracted in favor of third parties, related to the contract, the successful bidder, before or at the time of signing the contract, shall provide guarantees for an amount equivalent to five (5%) percent of the value of the contract. In works contracts, as well as in comprehensive fixed-price contracts, this guarantee will be constituted to guarantee the fulfilment of the contract and the obligations contracted in favour of third parties and to ensure the proper execution of the work and the good quality of the materials, thereby ensuring the repairs or changes of those parts of the work in which construction defects are discovered. poor quality or non-compliance with specifications, attributable to the supplier. In works contracts or in the contracting of non-standardized services, if the economic offer awarded is lower than the reference budget by a percentage equal to or greater than ten (10%) percent of it, the guarantee of faithful performance must be increased by an amount equivalent to twenty (20%) percent of the difference between the reference budget and the amount of the contract."*

#### 17. Advance Guarantee.

If, by the form of payment established in the contract, the Contracting Entity must grant advances of any nature, whether in money, demand drafts or other form of payment, the contractor in order to receive the advance must first provide guarantees for the same value of the advance, which will be reduced in the proportion that the advance is amortized or the works are provisionally received. goods or services. Letters of credit will not be considered an advance if their payment is conditional on the delivery-receipt of the goods or works subject to the contract. The amount of the advance payment shall be regulated by the Contracting Entity in consideration of the nature of the contract."

Contractors may render any of the guarantees established in Article 73 of the Law of the National Public Procurement System.

#### 18. Cancellation and Declaration of Void Proceeding

ASTINAVE EP reserves the right to cancel or declare void the contracting procedure, in which case there will be no payment of any compensation.

#### 19. Validation of formal errors:

If formal errors are presented, within the term provided by the technical commission of the process once the bidder is notified of the schedule, they may be validated at the request of the contracting entity, in accordance with the provisions of Article 60 of the Regulations on Procurement by Specific Line of Business of ASTINAVE EP and in the regulations issued by the National Public Procurement Service for this purpose.

In no case will it be possible to validate the following:

- The economic offer, except in the case of calculation or summation errors;
- Modifications to specifications, characteristics or conditions of the technical offer originally submitted, except for omissions in certification, typographical errors, foliation or summation.

To this end, the provisions of the Procurement Regulations by Specific Line of Business of ASTINAVE EP and the regulations issued by the National Public Procurement Service regarding the matter will be followed.

## 20. Award and Notification

On the basis of the evaluation report of the bid submitted, the General Manager will award the procurement procedure.

The award must be total, in accordance with institutional interests.

The notification of the award will be made by email.

## 21. Contract administration:

ASTINAVE EP will appoint a contract administrator, who will ensure the full and timely fulfillment of each and every one of the obligations derived from it. The administrator will be authorized to carry out the procedures inherent to its execution, including that which is related to the acceptance or not of the extension requests that the contractor may make.

## 22. Fines:

For each day of delay in the delivery of the goods and/or failure to comply with contractual obligations, ASTINAVE EP will impose a fine equivalent to 1x1000, which will be calculated on the percentage of the obligations that are pending execution in accordance with the provisions of article 71 of the LOSNCP, in accordance with articles 292 and 293 of the General Regulations to the Organic Law of the National Public Procurement System, currently in force. Any fines incurred will be deducted from outstanding payments.

## 23. Procurement procedure

This procurement procedure will be submitted under the provisions of the Organic Law of the National Public Procurement System, its General Regulations of application, and the provisions of CHAPTER V: EXCEPTIONAL CONTRACTING of the Regulations on Contracting by Specific Line of Business of Ecuadorian Naval Shipyards - ASTINAVE EP.

Given and signed in the city of Guayaquil, on the 14th day of the month of February 2025.

Eng. Dalton Proaño Lozano  
**General Manager**  
**ASTILLEROS NAVALES ECUATORIANOS**  
**-ASTINAVE EP-**





MINISTERIO  
DE DEFENSA  
NACIONAL



**ASTINAVE** EP  
ASTILLEROS NAVALES ECUATORIANOS



EL NUEVO  
**ECUADOR**

## SECTION II

### TECHNICAL SPECIFICATIONS AND TERMS OF REFERENCE

#### DETAIL OF TECHNICAL SPECIFICATIONS OF THE PROPERTY TO BE CONTRACTED

Refer to the technical specifications established in the Technical Report of Foolishness in its numeral 6.1.

#### CONTRACTUAL CONDITIONS

##### DELIVERY TIME:

The delivery time of the goods subject to the contract is 150 calendar days, which will run from the day after the written notification by the contract administrator regarding the availability of this, in the bank account provided by the contractor.

##### DELIVERY METHOD:

The assets of the "ACQUISITION OF ELECTRICAL CABLES FOR MARINE USE FOR CORGAL, CORORO AND CORESM OF THE ZEUS PROJECT" will be delivered in full, and must be to the complete satisfaction of ASTILLEROS NAVALES ECUATORIANOS-ASTINAVE EP.

The provisions of Article 319 and 319.1 of the General Regulations of the LOSNCP shall be observed:

"In the case of acquisition of goods, the contractor will request in writing to the contract administrator that they be received, within the delivery period established in the contract or the purchase order. For this purpose, the administrator and the warehouse keeper will receive the goods and sign the respective single and definitive delivery record; without exceeding the maximum term of ten (10) days, counted from the request for receipt by the contractor.

In the event of non-compliance, the acceptance will be rejected in writing, indicating precisely which aspects are not met and what things must be corrected in order to proceed with the acceptance to the full satisfaction of the contracting entity.

Only the time corresponding to the contracting entity for the inspection of the goods will not be subject to fines.

If the contract provides for partial receptions, each of them will follow the procedure established in this article."

"Art. 319.1.- (Added by Art. 6 No. 104 of DE 206, RO 524-3S, 22-III-2024). - In the event of a fortuitous event or force majeure, the contractor may propose to the entity the delivery of other goods of a brand other than the one offered, provided that it is of the same or better quality and condition and does not have any additional cost. The acceptance of this proposal shall be at the discretion of the entity."

Once the contractor delivers the goods, they will be entered and/or inventoried. In the case of total delivery, the final delivery-receipt report will be drawn up. In the case of partial receipts, the respective partial and final delivery reports will be drawn up. In both cases, these reports will be signed by the contractor, the administrator and the warehouse keeper, in accordance with article 325 of the General Regulations of the LOSNCP.





#### DELIVERY LOCATION:

**For Goods:** Incoterms CIF Guayaquil

#### PAYMENT METHOD AND CONDITIONS:

ASTINAVE EP, will pay the contract for the "**ACQUISITION OF MARINE ELECTRICAL CABLES FOR CORGAL, CORORO AND CORESM OF THE ZEUS PROJECT**" as follows:

- **FIRST PAYMENT:** 50% Down payment, for which the successful bidder will provide a **GUARANTEE** of good use of the advance payment, and a guarantee of faithful compliance.
- **SECOND PAYMENT:** 45% Payment will be made with prior authorization from the contract administrator, once notified that the goods are ready for delivery, photographic evidence, commercial invoice, packing list, technical certificates of compliance with IEC standards for electrical cables.
- **THIRD PAYMENT:** 5% against **TOTAL** delivery of the goods incoterms CIF -Guayaquil, upon acceptance of the goods by the contract administrator and subscription of the delivery and total reception act.

For the present contracting a variation of unit prices of the goods to be acquired of +/- 3% according to the LME of the raw material of the awarded products that corresponds to copper is provided, this variation is subject to the nature of the products, whose price has a high tendency of global fluctuation in the market. Therefore, taking into consideration the delivery term of this contract and due to the need to comply with the execution of the contract with our final customer, a price readjustment may be considered at the date of signing the contract. For which the supplier must justify in the case of a price variation, which must be approved by the contract administrator. In order to manage the issuance of the budget certification in the event that the value exceeds the awarded budget of this process.

#### TECHNICAL GUARANTEE:

The term of the technical guarantee will be 12 calendar months, counted from the date of signing the Total Delivery Certificate.

The technical warranty will validate that the goods are completely new from the factory, of optimal quality, that they are free of defects and manufacturing faults, and that they comply with the technical specifications, manufacturing standards and requirements demanded by ASTINAVE EP.

During the term of validity of the Technical Guarantee, if ASTINAVE EP requests the exchange of parts, or parts of the contracted good that have been considered defective, these will be replaced by new ones of the same quality and condition, at no additional cost to ASTINAVE EP within a maximum term of 70 calendar days, counted from its notification.

#### ADVANCE PAYMENT AND FAITHFUL PERFORMANCE GUARANTEE

**"Art. 74.- Guarantee of Faithful Performance.** -To ensure compliance with the contract and to respond to the obligations contracted in favor of third parties, related to the contract, the successful bidder, before or at the time of signing the contract, will provide guarantees for an amount equivalent to five (5%) percent of the value of the contract. In works contracts, as well as in comprehensive fixed-price contracts, this guarantee will be constituted to guarantee the fulfilment of the contract and the obligations contracted in favour of third parties and to ensure the proper execution of the work and the good quality of the materials, thereby ensuring the



repairs or changes of those parts of the work in which construction defects are discovered. poor quality or non-compliance with specifications, attributable to the supplier. In works contracts or in the contracting of non-standardized services, if the economic offer awarded is lower than the reference budget by a percentage equal to or greater than ten (10%) percent of it, the guarantee of faithful performance must be increased by an amount equivalent to twenty (20%) percent of the difference between the reference budget and the amount of the contract."

**"Art. 75.- Guarantee by Advance.** -If, due to the form of payment established in the contract, the Contracting Entity must grant advances of any nature, whether in money, demand drafts or other form of payment, the contractor in order to receive the advance must previously provide guarantees for the same value of the advance, which will be reduced in the proportion that the advance is amortized or the works are provisionally received. goods or services. Letters of credit will not be considered an advance if their payment is conditional on the delivery-receipt of the goods or works subject to the contract. The amount of the advance payment shall be regulated by the Contracting Entity in consideration of the nature of the contract."

Contractors may render any of the guarantees established in Article 73 of the Law of the National Public Procurement System.

#### FINES:

For each day of delay in the delivery of goods and/or provision of services or failure to comply with contractual obligations, ASTINAVE EP will impose a fine equivalent to 1x1000, which will be calculated on the percentage of the obligations that are pending execution in accordance with the provisions of art. 71 of the LOSNCP, in accordance with article 292 and 293 of the General Regulations of the Organic Law of the National Public Procurement System, currently in force. The fines incurred will be deducted from the pending payments, without any procedure or prior requirement.

#### MINIMUM REQUIREMENTS

##### GENERAL OR SPECIFIC EXPERIENCE

For technical convenience and to safeguard the interests of the company, it is required that the supplier meets the following **General Experience**:

| Type of experience  | Temporality to prove experience | No. of Contracts and projects allowed | Minimum amount to demonstrate experience in relation to reference budget | Minimum amount per contract or project |
|---|---------------------------------|---------------------------------------|--|--|
| General experience, in sales of materials and/or supplies for the naval sector. | 15 years                        | 1 or more                             | \$ 576.306,50  | \$ 144.076,63                          |

The General or similar experience will be validated with the delivery of the following supporting documents:

- Contracts or purchase orders or invoices; in the case of contracts abroad

For technical convenience and to safeguard the interests of the company, the supplier is required to comply with the following **specific Expertise**:

| Type of experience   | Temporality to prove experience | No. of Contracts and projects allowed | Minimum amount to demonstrate experience in relation to reference budget | Minimum amount per contract or project |
|--|---------------------------------|---------------------------------------|--|--|
| Specific experience in the sale of IEC standard electrical cables for marine applications. | 15 years                        | 1 or more                             | \$ 288.153,25  | \$ 72.038,31                           |

The specific experience will be validated with the delivery of the following supporting documents:

- Contracts or purchase orders or invoices; in the case of contracts abroad.

#### OTHER MINIMUM REQUIREMENTS

To validate the manufacturer's status, a manufacturer's certificate must be presented.

#### RATING PARAMETERS

To evaluate the offers submitted by the participating bidders, the minimum qualification parameters that must be met are the following:

| Rating parameter               | Comply | Does not comply |
|--------------------------------|--------|-----------------|
| Integrity of the offer (forms) |        |                 |
| Overall Experience             |        |                 |
| Specific Experience            |        |                 |
| Delivery time                  |        |                 |
| Reference Budget               |        |                 |
| Technical Guarantee            |        |                 |
| Technical Specifications       |        |                 |
| Other Minimum Requirements     |        |                 |
| <b>Total:</b>                  |        |                 |





### SECTION III OBLIGATIONS OF THE PARTIES

#### 2.1 Obligations of the Contractor:

- ☐ Comply with each of the technical specifications requested by ASTINAVE EP, in the established times, conditions and deadlines, as well as the others that are indicated in the specifications and subsequent contract.
- ☐ The contractor is obliged to comply with any other that derives naturally and legally from the object of the contract and is enforceable by any document of the contract or in a specifically applicable legal regulation.
- ☐ Deliver the goods in perfect condition and with the due assurances of the case, that is, at the time of delivery of the goods they will be verified by the contract administrator.
- ☐ Goods must be factory new, not remanufactured, not restored, not refurbished and not rebuilt, guaranteed against manufacturing defects and installation failures, with the obligation of immediate replacement for factory defects.
- ☐ In accordance with the provisions of Article 326.2 of the General Regulations of the LOSNCP.- Public information on payments. -Within the framework of the Tenth General Provision of the Law, the contractor has the obligation to deliver the monthly account statements issued by the financial/banking institution where the financial or banking movements of the account in which it received the payments resulting from the contract are recorded.

This documentation will be delivered to the Contract Administrator in a timely manner.  
to form part of the contract file and be published in the  
PUBLIC PROCUREMENT Portal.





SECTION IV  
TECHNICAL AND ECONOMIC OFFER FORMS

PE-ASTEP-2025-010

1.1 GENERAL INFORMATION OF THE BIDDER.

**NAME OF THE BIDDER:** (determine if it is a natural person, legal entity, consortium or association; in the latter case, the members of the consortium or association will be identified. The legal representative, attorney-in-fact or common attorney, if applicable, will be determined).

I declare that my general data are:

|   |  |
|---|--|
| City:   |  |
| Street (main)   |  |
| No:   |  |
| Street (intersection):                                      |  |
| Phone(s):   |  |
| Email   |  |
| Name of Legal Representative                                |  |
| Citizenship Card or Passport: (of the legal representative) |  |
| R.U.C:  |  |

1.2 BANK TRANSFER INFORMATION

|  |  |
|--|--|
| Account Name / Beneficiary                 |  |
| Full Address of the Beneficiary            |  |
| City and country of the Beneficiary        |  |
| Beneficiary's Bank                         |  |
| Account Number or IBAN                     |  |
| Swift or ABA code of the Beneficiary Bank  |  |
| IBAN                                       |  |
| Intermediary Bank                          |  |
| Swift or ABA code of the Intermediary Bank |  |

*Note: The information that accredits the Intermediary Bank is mandatory. All forms must be completed on your company's letterhead.*

For proof of what is offered, I sign this form,

**SIGNATURE OF THE OFFEROR, HIS LEGAL REPRESENTATIVE, ATTORNEY-IN-FACT OR COMMON ATTORNEY (as the case may be)**

Name:  
Charge:  
Date:



### 1.3 TABLE OF QUANTITIES AND PRICES

The prices offered in this contracting process are as follows:

| Description of the good or service | Unit | Quantity | Price Unitary | Total Price |
|------------------------------------|------|----------|---------------|-------------|
|                                    |      |          |               |             |
|                                    |      |          |               |             |
|                                    |      |          |               |             |

**TOTAL:** (*detail the total in letters*) dollars of the United States of America.

In addition, I undertake to deliver the goods and services of this contract within the maximum period of:

*Detail payment method)*

*(Establish the validity of the offer for a minimum of 90 days)*

*(Establish the term of the contract, which may not be longer than the one requested).*

*Note: The bidder may attach a quote and/or proforma with a different structure indicating this information.*

For proof of what is offered, I sign this form,

**SIGNATURE OF THE OFFEROR, HIS LEGAL REPRESENTATIVE, ATTORNEY-IN-FACT OR COMMON ATTORNEY (as the case may be)**

Name:  
Charge:  
Date:





#### 1.4 COMPONENTS OF THE GOODS OR SERVICES OFFERED

The bidder must fill out a table of the components of the (*goods or services*), in which each and every one of the items offered, which respond to the requirements of ASTINAVE EP, must be included in detail.

| Technical Specification -<br>Required Terms of Reference | Technical Specification –<br>Terms of Reference<br>Offered | Observation<br>(complies/does not<br>comply) |
|--|--|--|
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |

I undertake to comply with each and every one of the technical specifications that are detailed in numeral 6.1 of the Technical Report of Need.

For proof of what is offered, I sign this form,

**SIGNATURE OF THE OFFEROR, HIS LEGAL REPRESENTATIVE, ATTORNEY-IN-FACT  
OR COMMON ATTORNEY (as the case may be)**

Name:  
Charge:  
Date:





## 1.5 EXPERIENCE OF THE OFFEROR

### GENERAL EXPERIENCE

| Contracting | Subject matter of the contract (description of the goods or services) | Contract Amount | Contractual term | Execution dates |             | Remarks |
|-------------|---|-----------------|------------------|-----------------|-------------|---------|
|             |   |                 |                  | Beginning       | Termination |         |
|             |   |                 |                  |                 |             |         |
|             |   |                 |                  |                 |             |         |
|             |   |                 |                  |                 |             |         |

### SPECIFIC EXPERIENCE

| Contracting | Subject matter of the contract (description of the goods or services) | Contract Amount | Contractual term | Execution dates |             | Remarks |
|-------------|---|-----------------|------------------|-----------------|-------------|---------|
|             |   |                 |                  | Beginning       | Termination |         |
|             |   |                 |                  |                 |             |         |
|             |   |                 |                  |                 |             |         |
|             |   |                 |                  |                 |             |         |

*Note: It should be specifically detailed what type of experience is required if similar, specific or both. Establish the number of contracts, their amounts in relation to the reference budget and the minimum years to accredit it.*

*The general and specific experience will be validated with the delivery of the following supporting documents:*

*a. Contracts or purchase orders or invoices; In the case of contracts in the outside.*

For proof of what is offered, I sign this form,

**SIGNATURE OF THE OFFEROR, HIS LEGAL REPRESENTATIVE, ATTORNEY-IN-FACT OR COMMON ATTORNEY (as the case may be)**

Name:

Charge:

Date:





## 1.7 TECHNICAL WARRANTY

NAME OF THE BIDDER: .....

Eng. Dalton Proaño Lozano

**General Manager**

**ASTILLEROS NAVALES ECUATORIANOS – ASTINAVE EP-**

Present. -

The undersigned, in response to the invitation made within process **No. PE-ASTEP-2025-010** corresponding to the "**ACQUISITION OF MARINE ELECTRICAL CABLES FOR CORGAL, CORORO AND CORESM OF THE ZEUS PROJECT**" PROCESS, RENDERS IN FAVOR OF ASTILLEROS NAVALES ECUATORIANOS -ASTINAVE EP-, THIS TECHNICAL GUARANTEE, UNDER THE FOLLOWING CONDITIONS:

The awarded bidder, in compliance with the requirements and other general and specific conditions for the "**ACQUISITION OF MARINE ELECTRICAL CABLES FOR CORGAL, CORORO AND CORESM OF THE ZEUS PROJECT**", WILL ENSURE THAT ALL THE GOODS REQUESTED COMPLY WITH THE SPECIFICATIONS.

The technical guarantee period will be 12 calendar months, counted from the date of signing the Total Delivery Receipt Certificate.

The technical guarantee will validate that the goods are completely new from the factory, of optimal quality, that they are free of defects and manufacturing faults, and that they comply with the technical specifications, manufacturing standards and requirements demanded by ASTINAVE EP.

During the term of validity of the Technical Guarantee, if ASTINAVE EP requests the exchange of parts or pieces of the contracted goods that have been considered defective, these will be replaced with new ones of the same quality and condition, at no additional cost to ASTINAVE EP within a maximum period of 70 calendar days, counted from the date of notification.

For proof of what is offered, I sign this form,

**SIGNATURE OF THE OFFEROR, HIS LEGAL REPRESENTATIVE, ATTORNEY-IN-FACT OR COMMON ATTORNEY (as the case may be)**

**Name:**

**Charge:**

**Date:**

**Note:** Everything shaded green, once read, must be deleted.

Everything shaded in yellow must be modified by the user.







MINISTERIO  
DE DEFENSA  
NACIONAL



**ASTINAVE** EP  
ASTILLEROS NAVALES ECUATORIANOS



The offer and the validation of errors will be submitted by email to the address [jovera@astinave.com.ec](mailto:jovera@astinave.com.ec), and [mbravo@astinave.com.ec](mailto:mbravo@astinave.com.ec) on your company's letterhead following the format of the forms; you must also attach the supports or annexes that prove the information detailed in the forms and all the information that you consider relevant in order to comply with the conditions established in the terms of reference.

