



LIFE STIMUL Project
Open tendering procedure for the
attribution of field trials



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APPENDIX

Appendix 1: RFI Request for Information

Appendix 2: Unilateral Non-Disclosure Agreement

Appendix 3: Grid of quotation

Appendix 4: General Agreement Solvay

Appendix 5: GTC General Terms and Conditions Solvay

Appendix 6: Supplier-Code-of –Conduct

Dear Suppliers,

Life STIMUL project consortium (Solvay group and Aegilops company) is launching a Request for Quotation (RFQ) for the attribution of field trials. The elements regarding the Request for Quotation and the selection criteria are defined below.

1. Introduction to project consortium

Solvay group

Solvay is a multi-specialty chemical company. Solvay innovates and partners with customers in diverse global end markets. Its products and solutions are used in planes, cars, smart and medical devices batteries, in mineral and oil extraction and in agriculture among many other applications promoting sustainability. Novecare is one of the global business units of Solvay focusing on the development of leading edge technologies that affect the behavior of fluids to give them cleansing, softening, moisturizing, gelling, penetrating or dispersing properties. Its products are found in shampoos, detergents, paints, lubricants, plant protection, mining and oil extraction. Novecare is a major player in specialty surfactants.

Aegilops company

Aegilops is a French SME specialized in design and production of technological application agents for seeds treatment. Whereas large international companies work on elaborating new active substances to protect seeds from diseases and insects before being sowed, Aegilops work at solving issues met by seed producers and farmers in the application of such registered substances and use of end product. The company is located at Val-de-Reuil (near Rouen, France).

1.1 Presentation of the Background / Context

For the agriculture market, the project consortium is developing a range of biostimulants for seed treatments application; in this context we are organizing field trials all over Europe to assess the performances of biostimulant products (LIFE STIMUL project). The purpose of the present Request for Quotation is the selection of contractors to perform field trials on biostimulants in Europe in 2019.

1.2 Technical specifications

Crops	Trial size	Number of trials per country	Technical assessments
Corn	7 treatments 4 replications	France - 10 Italy - 10 Hungary - 10 Romania - 10	<ul style="list-style-type: none"> Plant count before harvest Flowering date: 3 assessments Harvest data: yield Phosphorus content on plant leaves
Soybean	4 treatments 4 replications	France - 6 Italy - 8 Serbia - 8	<ul style="list-style-type: none"> Plant count before harvest Flowering date: 3 assessments Harvest data: yield Nodulations count Phosphorus content on plant leaves
Sunflower	4 treatments 4 replications	France - 6 Spain - 6 Hungary - 6 Romania - 6	<ul style="list-style-type: none"> Plant count before harvest Flowering date: 3 assessments Harvest data: yield
Beetroot	4 treatments 4 replications	France - 6 Germany - 6	<ul style="list-style-type: none"> Emergence notation Biomass volume Harvest data: yield Sugar content
Rapeseed	4 treatments 4 replications	France - 6 Germany - 4 Poland - 4	<ul style="list-style-type: none"> Measurement of collar diameter Harvest data: yield
Wheat	4 treatments 4 replications	France - 8 Spain - 4 Greece - 4	<ul style="list-style-type: none"> Harvest data: yield Protein rate

Details regarding the trial design:

- Randomized complete block
- Plot size: 4 rows (or 5 rows depending on the equipment) with 12 to 15 meter length.
- All assessments to be conducted only in the two (or three) middle rows per plot.

Data to be recorded for each trial

Trial description

- Plot size
- Trial location (include map, coordinates)
- Cultivar description and FAO number.
- Planting date, planting density, specify the row and plant spacing.

Maintenance data

- Maintenance Fertilizer: product / dose / application date
- Crop protection product : product / dose / application date
- Irrigation programme: date / quantity (mm)

Weather data

- Weather data from the nearby meteorological station (precipitation, minimum and maximum temperature)
- Extreme weather conditions during the growing season (for example, hail, extreme temperatures, etc.).

Previous crops and yield historic

- Previous crops (2 years).
- Historic of the yields of the selected site and average yield of the year for the area (2 years).

Soil analysis (realized BEFORE sowing)

- Texture : soil type / % sand / % silt / % clay
- Chemical composition : P_2O_5 , K_2O , MgO , CaO , Na_2O , N
- CEC analysis (en mg/kg)
- pH
- %OM

Sowing conditions

- Weather conditions : temperature, humidity, precipitation
- Soil condition : temperature, humidity

Field trials should be conducted following GEP standards.

Field trials should be conducted under ARM with the following specifications:

- Study language: English
- Interim ARM DATA files should be sent to the customer within 20 days of any assessment.
- Final fully completed ARM DAT files to be sent within 1 month of the harvest.

1.3 Request for Quotation Purpose

This RFQ is an invitation to suppliers to submit to the project consortium a proposal regarding attribution of field trials. This scope includes:

- Providing GEP compliant test facilities
- Ensuring all necessary government experimental testing permits are obtained
- Providing experienced Project Manager and technically competent trialists
- Conducting the trials in accordance with agreed protocol
- Provision of weather data for the duration of the trials
- Providing full study and interim records by ARM
- Providing field reports

The following criteria are considered to assess proposals:

- Service offer
- Price competitiveness
- Personnel expertise and experience
- Account management and delivery management
- Company financial strength

1.4 Contract duration

Supplier should provide fix and practical price offer for the duration of the trial period 2019-2020.

2. Requests for Quotation Management

2.1 RFQ Management / Solvay contacts

Clara VERNAY: clara.vernay@solvay.com

Address: 52 Rue de la Haie Coq – 93300 AUBERVILLIERS

Please send an email to Clara VERNAY to have access to the different appendices related to this RFQ.

Please provide your response to this RFQ with your offer by email, respecting the deadline requested. Email version will be considered to validate RFQ deadline compliance.

Offer shall comply with existing state of the art technology and trade practices. The suppliers shall guarantee the proposals are optimized compared to a group of similarly situated companies and contracts.

A Supplier representative should be nominated for the purpose of answering and submitting questions to Solvay, which may arise during the examination of the submitted information.

2.2 RFQ Calendar

Documents	Date
Launch of the invitation to tender	11/12/2018
Supplier Offer Submission (NDA – Appendix 2 ; RFQ pricing grid – Appendix 3)	15/01/2019
Solvay decision process/ Shortlist	31/01/2019
2nd round of negotiation with short listed suppliers (RFI – appendix 1)	15/02/2019
Final feedback to suppliers	28/02/2019
Contract negotiation	08/03/2019

The project consortium reserves the right to terminate the process at any time if Service Providers do not respect their responsibilities or commitments.

2.3 Methodology to compare suppliers

To be objective on the selection process, Suppliers will be evaluated through a decision grid which is currently composed of 3 axis and multiple sub-criteria.

The main axis and pre-identified criteria follows:

- Competitiveness
- Quality
- Technical Value

3. Consortium Requirements regarding Supplier Offers

3.1 Contractual aspect

Solvay and the Supplier shall enter into a contract, which will provide for the terms and conditions under which services will be provided by the Supplier. As all or part of the Supplier's answer to the present RFQ is subject to be included in such contract, Supplier shall review contractual aspects in Appendix 4 and 5 and give validation.

3.2 Supplier quality management system

The supplier shall provide his process to take in charge non conformities and claims coming from Solvay. This is a key factor of success, to make sure feedbacks from the users are taking in to account and answered through proactive solutions. This process will ensure a good the level of satisfaction to Solvay end user.

3.3 Corporate Social Responsibility and Code of Conduct

In doing business with Solvay, Suppliers agree to subscribe to principles consistent with the Solvay Way as detailed in the Solvay Supplier Code of Conduct, Appendix 6.

4. Financial Offer & Commercial Aspect

4.1 Supplier Pricing Offer

Supplier will describe its pricing offer through the RFQ Pricing Grid (Appendix 3). The bidder should provide the price per trials with the details of the cost of each technical assessment. Solvay is expecting fixe net price for the duration of the contract based on services quoted during the tender.

4.2 E procurement

E-procurement is an approach based on the establishment of a close relationship with end user. Supplier shall receive by email the order; in return Supplier shall be able to send to Solvay end user an acknowledgment of order and a confirmation of key elements with the Purchase order number. This implies the acceptance from the Service Provider of all of the Contractual and the Commercial Conditions.

4.3 Payment terms

All payments shall be effected by wire bank transfer and released as following. Invoices need to be address by PDF and not by paper to this email address: ptp-invoice.scanning@solvay.com

PAYMENT TERMS

45 days end of month from invoice date

60 days net from invoice date

Payment of the first invoice will be subject to reception of the order confirmation or acknowledgement of receipt of the Purchase Order without reserve and reception of all the documents in accordance with the Purchaser's requirements before the start of the Services. Any invoice not stating the relevant Purchase Order number will be rejected and the corresponding payment will be deferred with no extra cost for the Purchaser

4.4 Delivery time and terms

Supplier shall propose a deliver time in number of days which take into consideration the buying channel. Supplier shall send by email reports which need to be delivered with a maximum number of days to be determined with Solvay.

4.5 Expertise

Level of expertise:

Capacity of Suppliers to answer to Solvay needs and questions

Quality of service:

- Capacity to answer to end user service expectation
- Supplier awareness to anticipate delivery issues

Risk management:

Supplier capacity to:

- ☐ Answer to delivery time expectation
- ☐ Have a level of reactivity
- ☐ Communicate proactively to end user potential issues..

5. Answering the RFQ

Prefacing the proposal, Suppliers shall provide an Executive Summary, which gives in brief, concise terms; a summary of their offer. The proposal itself shall be organized in the following format and informational sequence:

Description of proposal

- **Description of the service**

Financial Proposal	- Delivery time and terms
	- Use pricing Grid enclosed (Appendix 3)
	- Description of the pricing mechanism
	- Repayment schedule proposition
Expertise	- Level of expertise

5.1 Authorized Negotiator

Suppliers will include the name, address, and telephone number of the person authorized to negotiate contract terms and render binding decisions on contract matters.

5.2 RFP Costs

Note that Solvay will not take in charge any Suppliers' costs (preparation expenses, submission costs, or any other expenses incurred for negotiations meetings or sites visits, etc...) generated during the RFQ process.

5.3 Modifications

The project consortium reserves the right to amend the RFQ and issue an addendum at any time as a result of questions, change in acquisition schedule, or other matters. The consortium agrees to notify all responding Suppliers of such changes. The consortium also reserves the right, without liability, to cancel or reissue the RFQ prior to the execution of a written contract. If requested, Suppliers will submit all changes in writing and with an authorized signature. The consortium will not be liable for any error in Supplier's proposals. Except during negotiations initiated by the consortium, modifications to proposals WILL NOT be accepted after the deadline, without our agreement.

5.4 Errors

If any information listed in this document is unclear, or if respondents know them to be inaccurate, Suppliers shall inform the Solvay contact via the e-mail addresses provided. Solvay shall state the nature of the inaccuracy or lack of clarity in detail and suggest a resolution.

5.5 Right to Reject Proposals

Suppliers are expected to provide complete and thorough responses to all requirements herein. Failure to comply may result in the rejection of the Suppliers proposal. Neither receipt of a proposal nor failure to reject shall impose any legal obligation on Solvay.

5.6 Supplier Selection

Solvay is the owner of Supplier selection process & final decision. Solvay will provide overall information of the reasons behind decision, detail delivered in its own discretion.