AUTOMATED SYSTEM

"Electronic Trading Platform of the Construction Holding "Titan-2" for Procurement Procedures"

Manual for Bidder

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Introduction

Electronic Trade Platform of the holding "Titan-2" for procurement procedures is intended for enabling bidding process in electronic form.

This document describes the Bidder's actions required for successful registration at the electronic trading platform.

Some figures, menu items and buttons described in the document may differ from those implemented in the system.

Terms and definitions

Electronic Trade Platform (ETP) - software and program complex providing ON-line interaction between tender organizer and Bidders at all stages of conclusion of transaction.

Platform Operator - the organization that owns the right to use ETP.

Tender Organizer - legal person registrated at the trade platform elaborating the terms of the procedure to be carried out and announcing the data on the tender in electronic form.

Bidder - legal person or natural person that has registrated at the trade platform and submits tender application and price offerings.

Electronic Document (ED) - document with data presented in electronic digital form.

Pre-Qualification - Selection of qualified Parties/subcontractors, which is aimed for compilation of the list of potential persons (long list) whose qualification allows them to take part in the procedures of buying the goods, works, and services related to construction project of the NPP Hanhikivi-1.

Request for Proposals - competitive procurement procedure during which Organizer's Procurement Committee analyzes the Parties Offers according to several Estimation criteria.

Rebidding (secondary trade) - procedure that allows selected Bidders to change their offer submitted in response to the request for proposals.

1 Requirements to the ETP USER Workstation

To operate ETP the user shall be equipped with an automated workstation consisting of a PC or a notebook. The configuration recommended includes:

- 1) Processor with characteristics equal to Intel Pentium having a lock speed of 233 MHz or higher,
- 2) Random access memory, 512Mb, or more
- 3) Hard drive free space, 200 Mb, or more,
- 4) Display resolution 1280x800, or higher,
- 5) Installed software requirements:
- Microsoft Windows 2000 SP4 (XP SP2) Professional or newer;
- Internet Explorer version 9 or newer, Google Chrome version 35 or newer, Mozilla Firefox version 40 or newer;
- Documentation apps (MS Office, WordPad);
- File compression apps (RAR, ZIP, WINZIP);

To ensure proper operation of ETP all non-standard settings of Internet Explorer (such as Skype, ICQ and others) shall be disabled, since their application may change the structure of electronically formed documents.

ETP is able to use for page viewing all standard browsers: Internet Explorer, Opera, Chrome, Firefox, Safari, etc. In the event of errors or incorrect displaying of pages the recommended browser IE shall be used.

2 Operation in the System on Behalf of Bidder

User of the organization playing the role of Bidder may operate all platform sections related to tender.

2.1 Section «Invitations»

Section «Invitations» presents the list of invitations that was sent to your company. To proceed to page to view invitations one may use the link in "Personal Cabinet" menu (Personal Cabinet - Manage tenders - Invitations) or click tile «Invitations»:

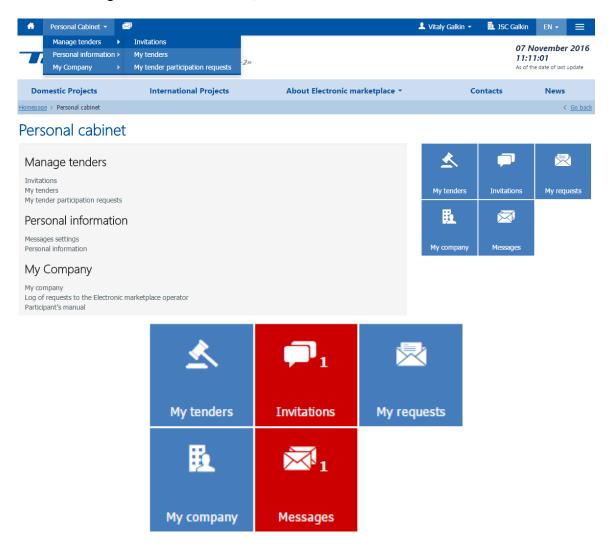


Fig. 2.1 Menu item "Invitations"

Invitations can be searched according to part of the lot name, lot number or announcement number. Only unread invitations are indicated as a default:

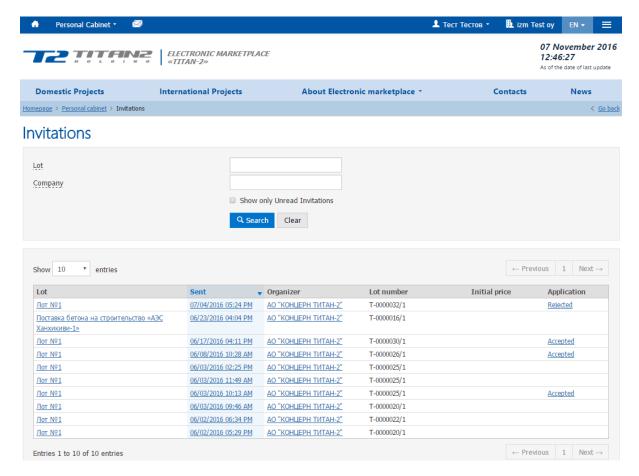


Fig. 2.2 Search of Invitations

In case you need to view all invitations sent to your organization, unselect check box "Show only unread invitations" and press button "Search".

Column "Application" will present status of tender application created for the invitation. Detailed data on application can be viewed after clicking the link in the column "Application". To proceed to tender, one can use link present in the lot name. Invitation may be viewed by clicking the link with date of sending.

The invitation page displays the following detailed data:

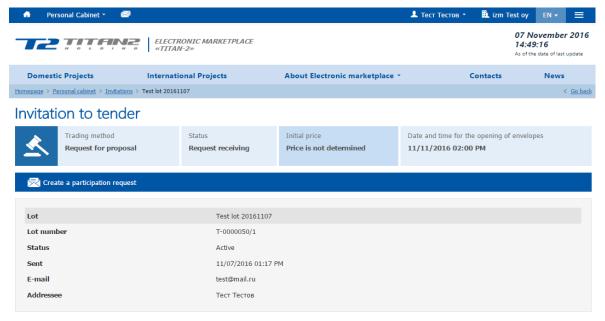


Fig. 2.3 View of Invitation to Tender

Upper part of the page for invitation for tender presents box with the data on tender: trading method, status, initial price and the date and time for the opening of envelopes.

To proceed to creation of tender application one shall use button named «Create a participation request».

In case Bidder is not interested in execution of the announced tender work, the invitation should be ignored.

2.2 Section «My tenders»

To proceed to webpage with tenders use the link in menu «Personal Cabinet» (Personal Cabinet - Manage tenders - My tenders) or click tile «My tenders»:



My tenders

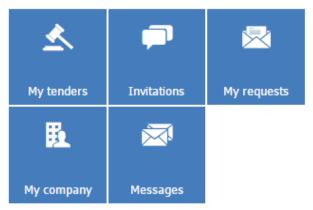


Fig. 2.4 Menu item «My tenders»

Section «My tenders» presents list of all tenders, for which the bids were sent by the user, or user received tender invitation. The tenders can be searched using partial or full tender name, type and current status of tender:

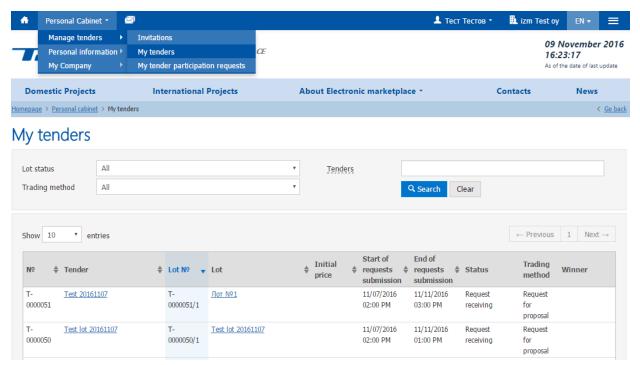


Fig. 2.5 Page «My tenders»

With the use of link in column «Tender» or column «Lot» one may proceed to view detailed information on tender and lot, respectively.

2.3 Section «Tender participation requests»

The section presents list of all tender requests submitted by the organization. To proceed to webpage with tender participation requests should use link from menu «Personal Cabinet» or click tile «My requests»:

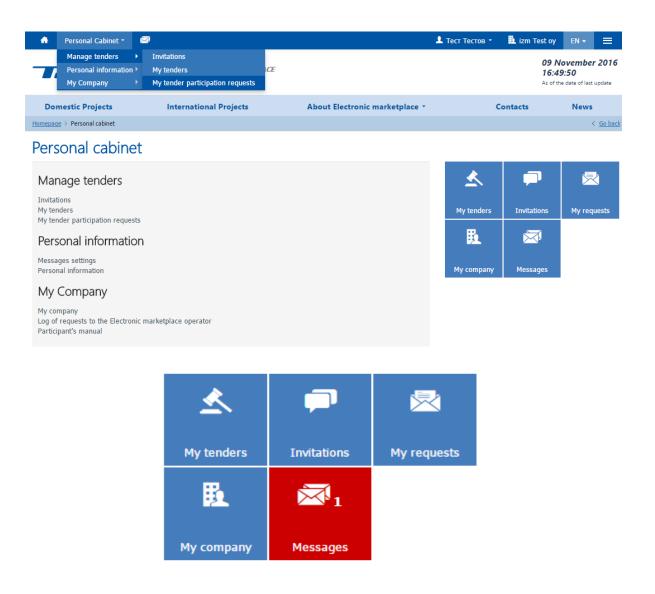


Fig. 2.6 Menu item «Tender requests»

Tender requests may be searched using partial or full lot name, tender type, lot status, request status and number, as well as according to the period of time when the request was created and submitted:

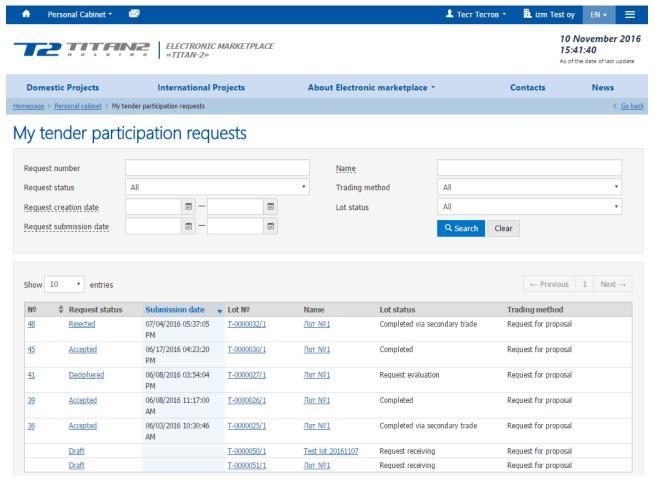


Fig. 2.7 Page «Tender requests»

To view the request, use the link in column "No." or "Request Status"; to view the lot data, use the link in column "Lot No." or "Lot".

2.4 Participation in Tender

According to ETP procedure, only the organizations that submitted tender request and were admitted by the organizer can participate in tender.

2.4.1 Ouestions of tender

When in status «Published» and «Request receiving», one may ask questions to the organizer, by pressing the respective button - «Ask a question». The answer to the question may be sent by the organizer of tender and published at the page «Lot information» in the box «Questions».



Fig. 2.8 Button «Ask a question»

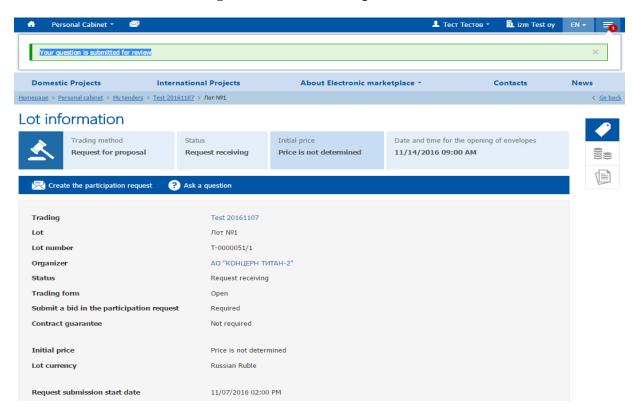


Fig. 2.8.1 «Your question is submitted for review» - after generation the question

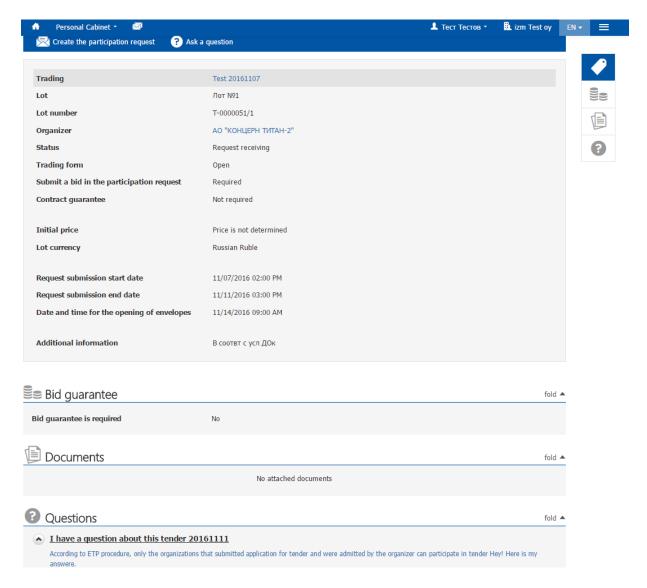


Fig. 2.8.2 «A response for a question in the field «Questions»»

2.5 Determination of Pre-Qualification Winners

2.5.1 Submission of tender request for Pre-Qualification

To submit tender request, proceed to lot in status «Request receiving». Familiarize yourself with the tender data and press the button «**Create the participation request**».

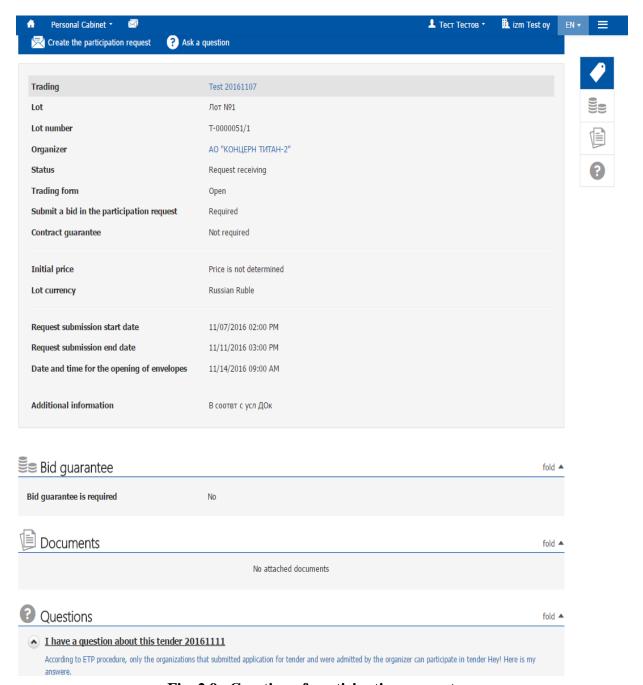


Fig. 2.9 «Creation of participation request»

User proceeds to the page of participation request. It provides the following operations: Submit, Delete, Edit. In order to make successful participant's request, participant shall import all necessary documents.

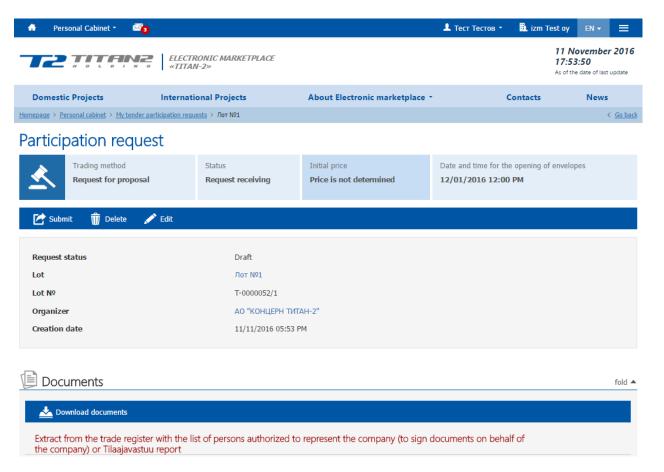


Fig. 2.10 Page «Participation request»

2.5.1.1 How to add documents

In box «Documents» it is required to add documents that are necessary for submitting the request; To do this, press button «**Add**». Also it is possible to edit or delete the document added with the use of the buttons located on the right from the document.



Fig. 2.11 How to add documents

In the window that appears, name and comment may be entered, if required. It is mandatory to enter the name of a document falling under "Other Document" type. Then user shall select a document to be imported on the hard drive by pressing button "Select Files to upload". To import the file to the platform, press button "Upload", to cancel the operation, press button "Cancel":

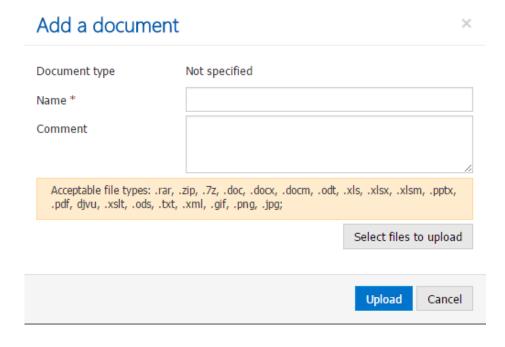


Fig. 2.12 Document import window

All necessary documents are imported in the same way.

2.5.1.2 Submission of request

Submission of request will be accessible after addition of all necessary documents. To do this, press button "Submit". Status of request will change to "Published".

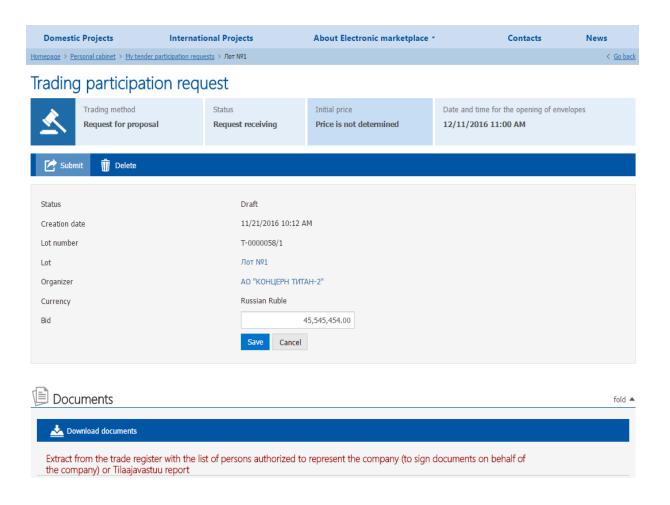


Fig. 2.13 Button for Submission of Tender request

Bidder may revoke a tender request during the request receipt period. To do this, press button "revoke". Request status will change to "Cancelled".

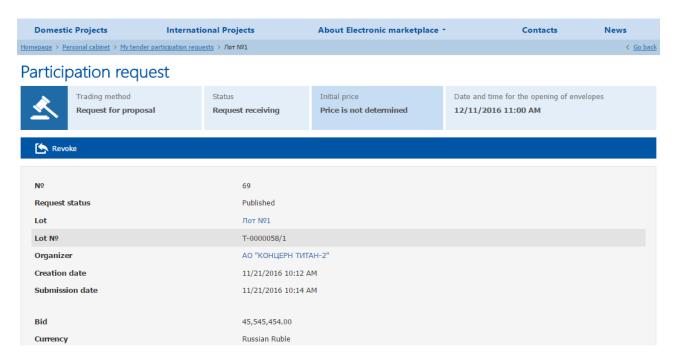


Fig. 2.14 Button for revoke of Tender request

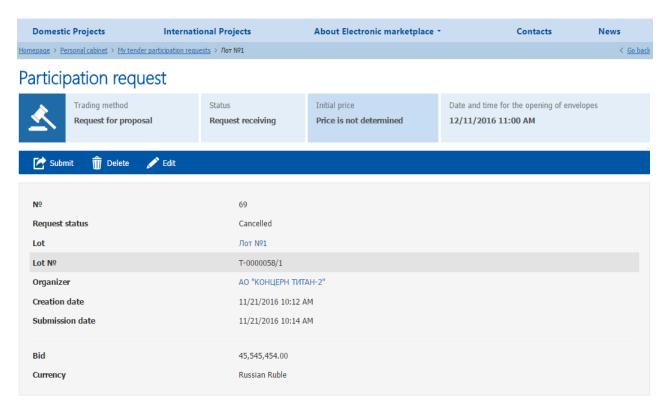


Fig. 2.14.1 Request status is cancelled

When tender status changes to «request evaluation» the tender organizer may consider the request and admit the user for participation in tender, in this case the request will get the status "Accepted". In case organizer declines application, its status at the bidder personal account will change to "Rejected".

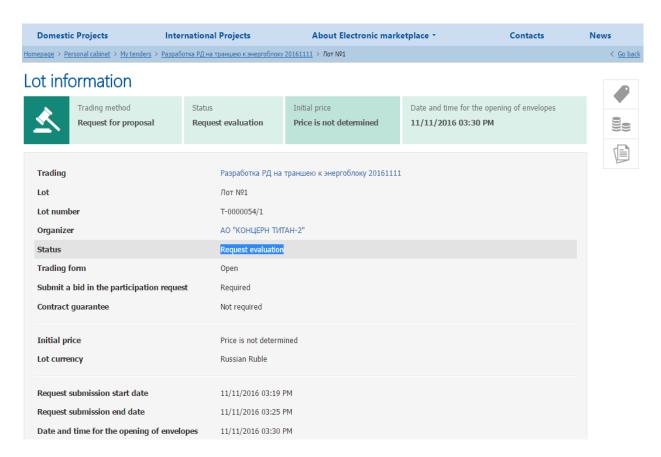


Fig. 2.14.2 Stage of request evaluation

Bidder may view all its/his/her applications in log "My tender participations requests". Bidder may operate all its/his/her applications in log "My tender participations requests".

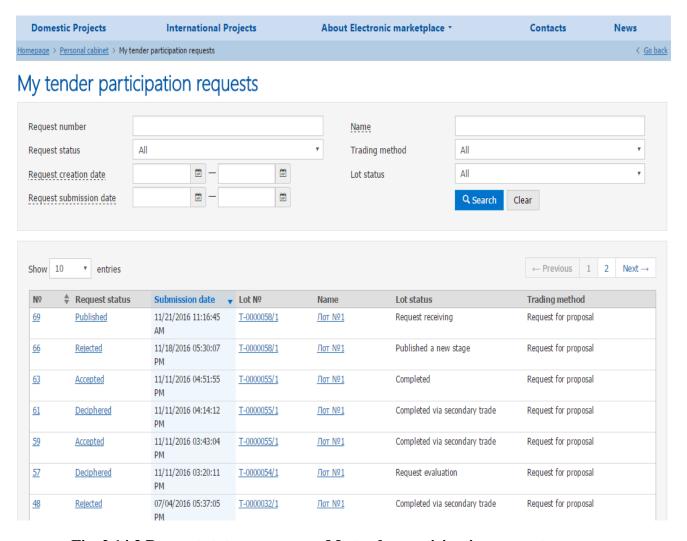


Fig. 2.14.3 Request status on a page «My tender participation requests»

2.5.2 Determination of Pre-Qualification Winners

When organizer completes the stage of evaluation of requests, pre-qualification status will change on "Summarizing".

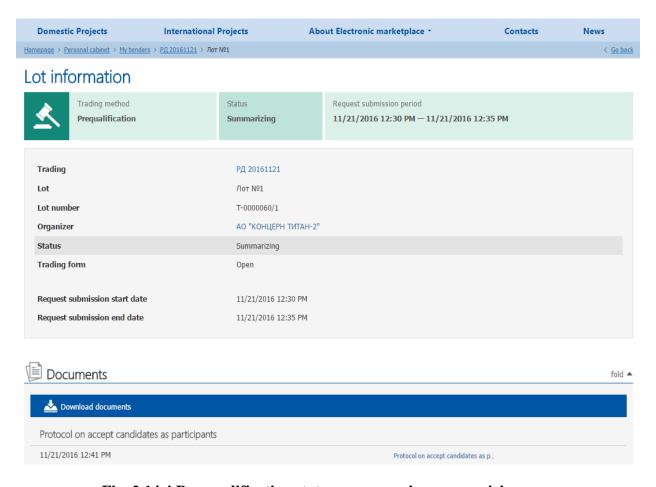


Fig. 2.14.4 Pre-qualification status on a page is «summarizing»

According to the result of pre-qualification several winners are selected, who may be later invited for participation in the trade procedure announced by the tender organizer. Tender gets status «Completed».

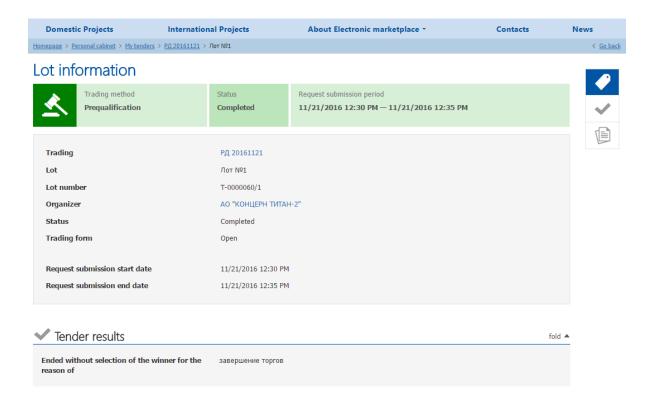


Fig. 2.14.5 Tender status is «Completed»

Protocol with results of the tender may be downloaded by pressing button "Download All" or file name in the letter bottom.

In case no request has been submitted or only one bidder applied, tender organizer makes a decision to declare the tender void, and such tender receives status "Not completed".

If, due to any reasons whatsoever, successful bidder was not selected, a new step of such tender can be announced, or the tender may be declared void.

2.6 Participation in Request for Proposals

According to ETP procedure, only the organizations that submitted request for tender and were admitted by the organizer can participate in request for proposals.

2.6.1 Submission of request for Request of Proposals

To submit request it is required to proceed to the tender that has status «Request receiving». On the lot page one may familiarize oneself with the data on request of proposals, and find information clarifying whether it is necessary to indicate price bid in request, which depends on the value in the field «Submit a bid in the participation request». To create the participation request use respectively named button:

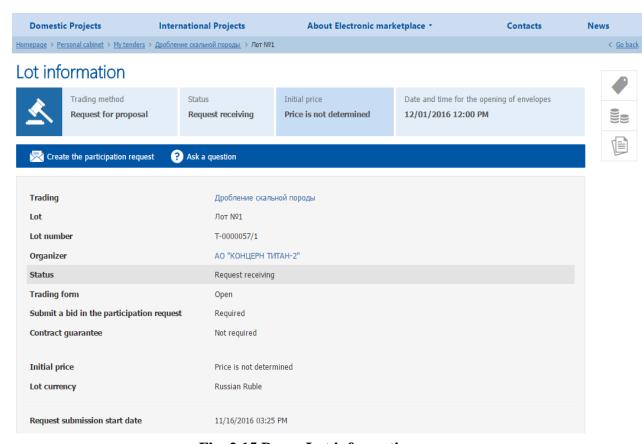


Fig. 2.15 Page «Lot information»

After pressing the button user proceeds to page for creating tender request, where it is required to fill in the price bid. After entering the price bid data, press button "Save", to cancel press «Cancel». To delete a tender request, press button "Delete".

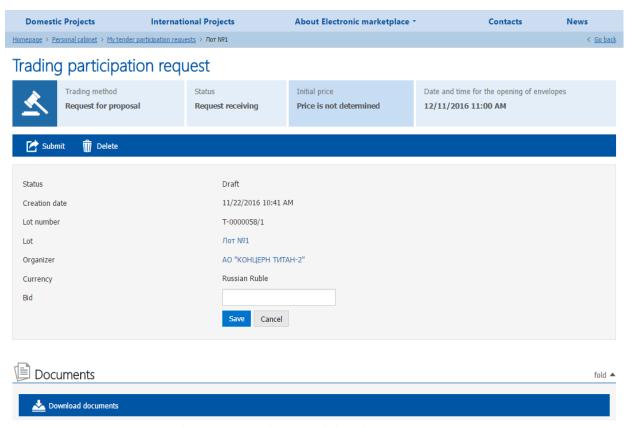


Fig. 2.16 Trading participation request

Necessary documents are added in the same way as documents added to prequalification application (see clause 2.5.1.1 *How to Add Documents* of this Manual).

After all documents are added and field "Bid" has been filled in, submission of request will be accessible. To do this, press button "**Submit**". Request status will change to "Published".

Bidder may revoke the tender request during the period of request receipt. To do this press button «**Revoke**». Request status will change to "Cancelled".

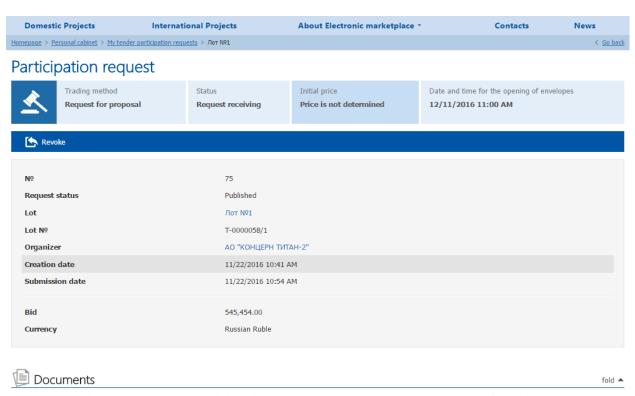


Fig. 2.17 Page «Participation request» (Request status - Published)

Participation request

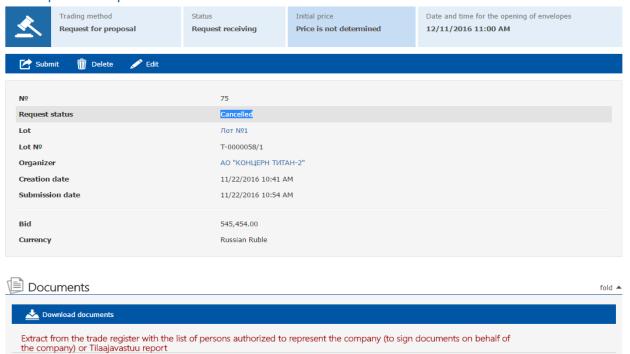


Fig. 2.17.1 Page «Participation request» (Request status - Cancelled)

When tender status changes to "Request evaluation", tender organizer may evaluate the request and admit user to tender, in which case the request will get status "Accepted". If request is rejected by the organizer, its status at the personal account of bidder will change to "Rejected".

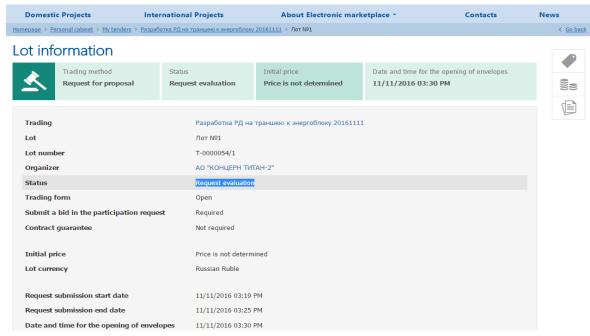


Fig. 2.17.2 Page «Lot information» (status - request evaluation)

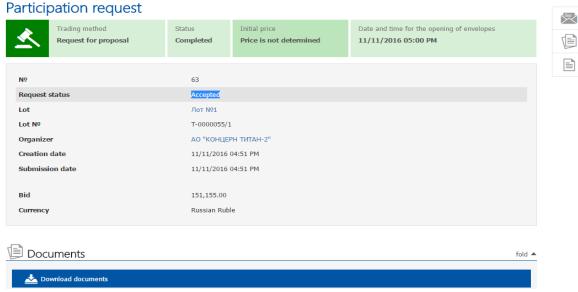


Fig. 2.17.3 Page «Participation request» (status - accepted)

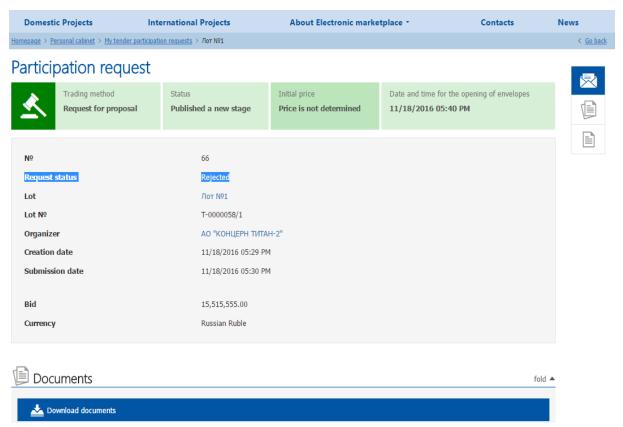


Fig. 2.17.4 Page «Participation request» (status - rejected)

Bidder may view all its/his/her requests in «My tender participation requests» log.

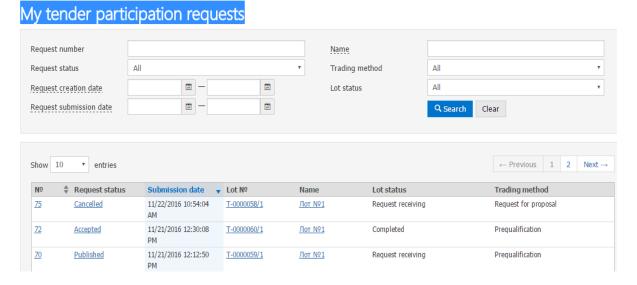


Fig. 2.17.5 Page «My tender participation requests» (all requests)

2.6.2 User's Participation in Request for Proposals

When organizer completes the evaluation of requests, request for proposals status will change to «Summarizing».

Lot information -Status Initial price Date and time for the opening of envelopes Price is not determined 11/11/2016 03:30 PM Request for proposal Summarizing Trading Разработка РД на траншею к энергоблоку 20161111 Lot Лот №1 Lot number T-0000054/1 Organizer АО "КОНЦЕРН ТИТАН-2" Status Trading form Open Submit a bid in the participation request Required Contract quarantee Not required

Fig. 2.17.6 Page «Lot information» (status - summarizing)

Bidder is declared winner in request of proposals procedure, if it/he/she offered in its/his/her request the best terms of contract. Tender gets status «Completed».

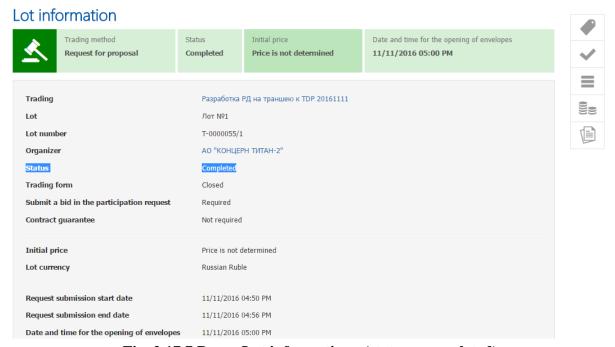


Fig. 2.17.7 Page «Lot information» (status - completed)

Protocol with tender results may be downloaded by pressing button «**Download documents**» or file name in the letter bottom.

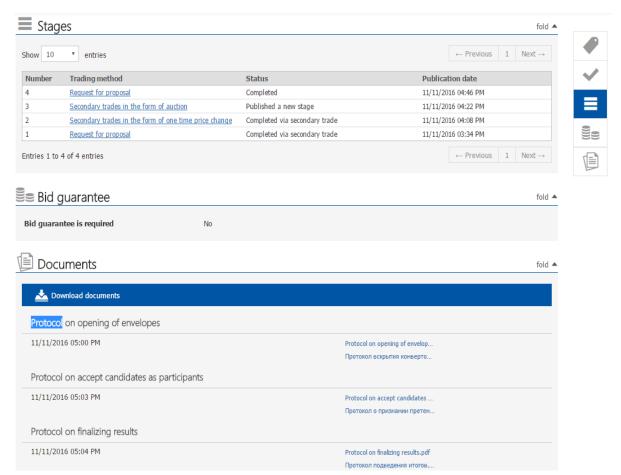


Fig. 2.17.8 Page «Lot information» with Protocols

In case no request has been submitted or only one bidder was accepted, tender organizer makes a decision to deem the tender void, and such tender receives status "Not held".

If, due to any reasons whatsoever, successful bidder was not selected, a secondary trade may be held for the tender, new step may be announced, or the tender may be declared void.

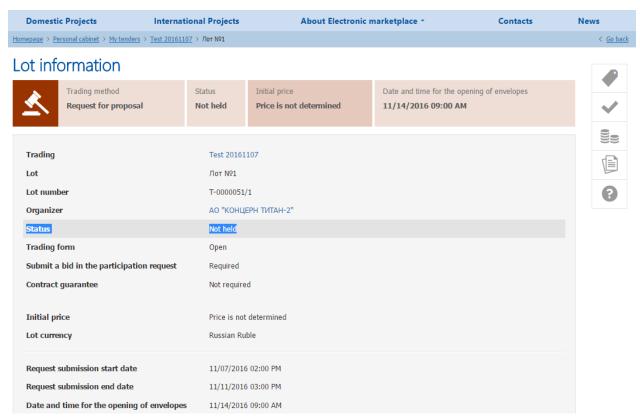


Fig. 2.17.9 Page «Lot information» (status - Not held)

2.7 Participation in Competitive Negotiations

Specific feature of competitive negotiations is that they are conducted in person, not within ETP format, and the organizer prepares «Competitive Negotiations Protocol» covering the results.

2.8 Participation in Rebidding (secondary trade)

If your organization received an invitation for rebidding (secondary trade), it means that tender organizer proposes you to improve your price bid according to the previous tender request.

2.8.1 Participation in Rebidding (secondary trade) in a Form of Single Price Change

To take part in rebidding (secondary trade), user is obliged to submit request with new price bid and attach necessary documents, the same as in case of request for proposals procedure.

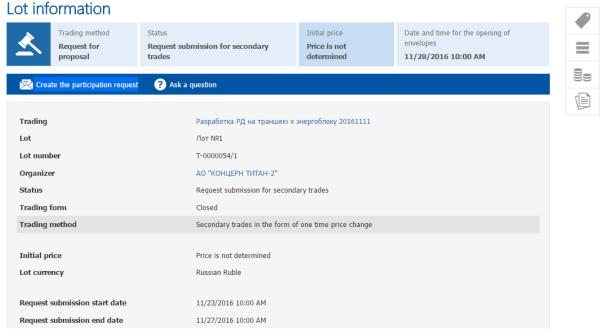


Fig. 2.18 Creating of Rebidding (secondary trade) request

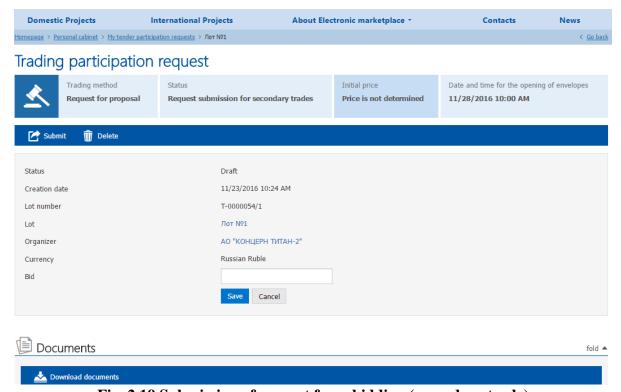


Fig. 2.19 Submission of request for rebidding (secondary trade)

2.8.2 Participation in Rebidding (secondary trade) in Person

Rebidding (secondary trade) in person is held in the form of Dutch auction. By the time/date of the rebidding (secondary trade), tender status will change to «Secondary trades in progress».

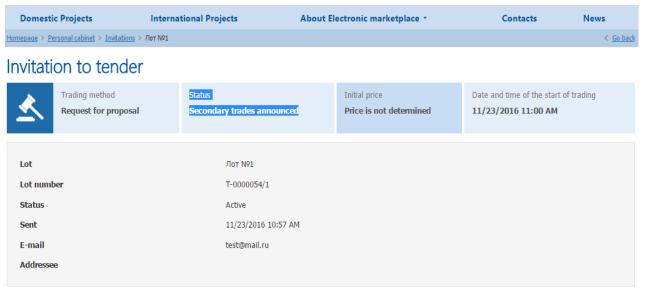


Fig. 2.20 Rebidding (secondary trade), status - Secondary trades announced

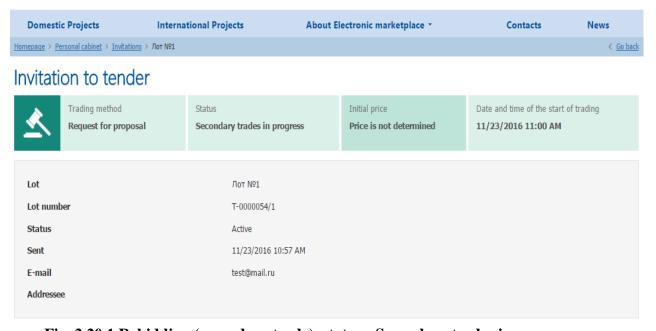


Fig. 2.20.1 Rebidding (secondary trade), status - Secondary trades in progress

Page «Trading information» presents all data on the rebidding (secondary trade). To get the data on quoted rates and trade session progress, as well as to submit price bids the bidder shall proceed to page «Secondary trades process», by pressing button «Secondary trades process»:

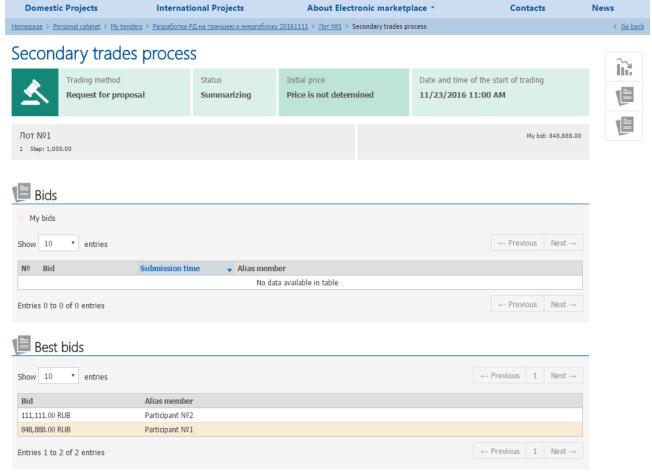


Fig. 2.20.2 Page Secondary trades process

Page «Secondary trades process» indicates time left until the end of submission of price bids, step, current bid of bidder (my bid). Price bid may be indicated by bidder in text field. Buttons «-» and «+» allow to adjust size of the price bid in multiples of the step. Button «Make my bid the best» is used to formulate new price bid. To submit the price bid, press button «Submit a Bid».

Secondary trades process Date and time of the start of trading Trading method Initial price Request for proposal Secondary trades in progress Price is not determined 11/23/2016 11:40 AM Time left until the end: 00:04:24 Лот №1 My bid: 105,111,00 104,111.00 1 Step: 1,000.00 Make my bid the best Submit a bid Bids My bids ← Previous 1 Next → Show 10 entries Νō Bid Submission time Alias member 5 105,111.00 RUB 11/23/2016 11:48:06 AM Participant №1 106,111.00 RUB 11/23/2016 11:45:51 AM Participant №1 107,111.00 RUB 11/23/2016 11:45:42 AM Participant Nº1 108,111.00 RUB 11/23/2016 11:45:34 AM Participant №1 844,888.00 RUB 11/23/2016 11:41:29 AM Participant №2 \leftarrow Previous 1 Next \rightarrow Entries 1 to 5 of 5 entries 📙 Best bids Show 10 entries \leftarrow Previous 1 Next \rightarrow

Fig. 2.21 Submission of Price Bid

Bid

105,111.00 RUB

844,888.00 RUB

Alias member

Participant №1

Participant №2

Box «Price Bids» presents price bids of the other participants, and their submission time. All participants names are hidden under nicknames, which ensures anonymity. Price bids of the current participant is highlighted with a certain color.

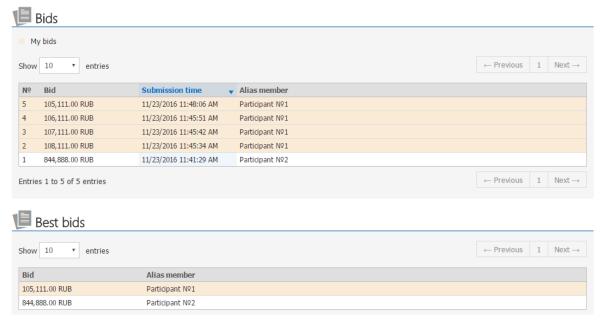


Fig. 2.22 Box «Price Bids»

Box «Best Price Bids» is compiled of the best bids of each participant.



Fig. 2.23 Box «Best Price Bids»

2.9 Participation in the New Step

At the new tender step the requests from the previous steps are not evaluated. That is why new request is required to be submitted to participate in the new step of the tender.

Transfer from step to step may be fulfilled directly on the lot page or in box «Stages»:

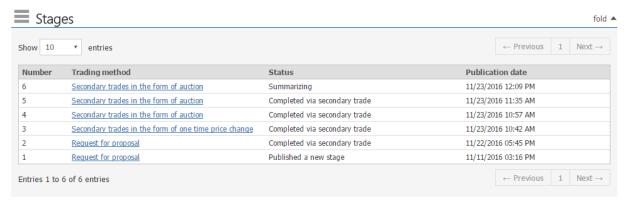


Fig. 2.24 Box «Stages»

Invitation for the new step will be sent to participant's personal account (in the same way as invitation for the main step). After receiving invitation for the new step, request for the tender may be submitted. Tender request may be created in the lot page, where also a question may be asked or transfer to the previous step is accessible. Creation of request is done in the same way as for the main step.

Lot information Request submission period Trading method Status Prequalification Request receiving 11/21/2016 12:00 PM — 12/11/2016 10:00 AM ? Ask a question Create the participation request Trading Разработка РД на трансформаторную подстанцию Lot Лот №1 Lot number T-0000059/1 Organizer АО "КОНЦЕРН ТИТАН-2" Status Request receiving **Trading form** Request submission start date 11/21/2016 12:00 PM Request submission end date 12/11/2016 10:00 AM Additional information Разработка РД на трансформаторную подстанцию **Documents** fold 🔺

Fig. 2.25 Submission of request for the New Step of Tender

No attached documents

New step is conducted in the same way as the main step.