

## A CALL TO ROLLING STOCK MANUFACTURERS

As part of its business development strategy, the largest railway company group in the Baltic States JSC Lietuvos Geležinkeliai (hereinafter referred to as **LG**) plans to expand its rolling stock fleet in 2019-2020 and procure additional rolling stock designed and certified for international operation on 1,520 mm gauge tracks. For this purpose, the LG-controlled freight transportation company JSC LG CARGO is commencing the arrangement of procuring new rolling stock:

Carriage type	Preliminary quantity, units	Reference term of delivery, y.
Half-carriage	200	2019-2020
Grain carriage	500	2019-2020
Chip carriage	200	2019-2020
60-foot platform	100	2019-2020
80-foot platform	128	2019-2020

The present call is aimed at generating interest among rolling stock manufacturers and assessing their willingness to submit tenders regarding the procurement of rolling stock.

Selected manufacturers shall be furnished with detailed technical specifications and key contract provisions, and called to submit their initial tenders in accordance with set conditions.

<b>1.</b>	<b>Terms:</b>	Documents supporting interest shall be submitted by <b>2 May 2019</b> .
<b>2.</b>	<b>Planned procurement procedures:</b>	<p>1. Procurement shall take place in the following stages: Stage I – receipt of initial tenders, Stage II – negotiations, Stage III – receipt of final tenders (to be conducted in accordance with need expressed by LG CARGO). LG CARGO shall reserve the right to revise the conditions of the call at any stage thereof and request the submission of revised tenders.</p> <p>2. Dependent on the number of tenderers, participation in subsequent procedures may be reserved for those who submit the most cost-beneficial tenders.</p> <p><b>Calls to take part in subsequent stages of procurement shall be submitted only to selected manufacturers.</b></p>
<b>3.</b>	<b>Object of negotiations</b>	Negotiations with tenderers will concern the requirements specified in the technical specifications (except for the key requirements), the tender price, and other conditions, including those of the proposed sales and purchase contract. Negotiations shall take place in stages, inviting <b>no less than 3 (three) manufacturers</b> to take part therein.
<b>4.</b>	<b>Assessment criteria</b>	Tenders submitted by the participants thereof shall be assessed, and the contract shall be concluded, by having regard to the relevant cost-effectiveness criteria ( <i>e.g., price, quality, terms of delivery, guarantees, advance payment, etc.</i> ).
<b>5.</b>	<b>Requirements applicable to manufacturers</b>	Tenderers shall be subject to set qualification requirements regarding their quick ratio and experience in manufacturing rolling stock, and shall be assessed in terms of their reputation, success in performing their previous obligations to the LG company group (if any), and the clarity and transparency of cooperation interests, as well as whether said interests may lead to any conflicts of interests.
<b>6.</b>	<b>Alternative tenders</b>	Tenderers shall have the opportunity to submit several alternative tenders (which may contain different tender prices based on different conditions

		of the sales and purchase contract and/or different technical requirements), as well as submit alternative solutions for assessment.
<b>7.</b>	<b>Contact points:</b>	If you have any questions, please do not hesitate to contact: <b>Gediminas Bliujus</b> , <a href="mailto:gediminas.bliujus@litrail.lt">gediminas.bliujus@litrail.lt</a> , phone No. <b>+370 5 2692805</b> .