



Bord Iascaigh Mhara

Request for Tenders dated 14 September 2026

for the Supply of a Vision-Based Inspection System and Feasibility Study to Develop a Business Case for a Holistic Automated Pelagic Fish Sorting Solution during processing.

Template reference: SI-BT-G-01

Tender procedure: Open procedure

Tender Deadline: 28/09/2026 14:00

Contents

Part 1: Introduction	3
Part 2: Instructions to Tenderers.....	4
2.1 Important Notices	4
2.2 Compliant Tenders	5
2.3 Contracts	5
2.4 Acceptance of RFT Requirements	5
2.5 Consortia and Prime / Subcontractors.....	5
2.6 Tender Submission Requirements	6
2.7 Queries and Clarifications	6
2.8 Tendering Costs.....	7
2.9 Confidentiality.....	7
2.10 Pricing.....	7
2.11 Environmental, Social and Labour Law	8
2.12 Publicity.....	8
2.13 Registrable Interest.....	8
2.14 Anti-Competitive Conduct.....	8
2.15 Industry Terms Used in this RFT	8
2.16 Freedom of Information.....	8
2.17 Tax Clearance	9
2.18 Conflicts of Interest.....	9
2.19 Withdrawal from this Competition.....	9
2.20 Site Visit.....	9
2.21 Insurance.....	9
2.22 Samples	10
Part 3: Selection and Award Criteria	11
3.1 Compliant Tenders	11
3.2 Selection Criteria	12
3.3 Award Criteria	14
3.4 Presentation of Proposals	17
3.5 Standstill Period	17
3.6 Return of Signed Contracts	17
Appendix 1: Requirements and Specifications	19
Appendix 2: Pricing Schedule	37
Appendix 3: Tenderers Statement.....	38
Appendix 4: Declaration as to Personal Circumstances	39
Appendix 5A: Goods Contract	40
Appendix 5B: Services Contract.....	41

Part 1: Introduction

- 1.1 Bord Iascaigh Mhara (BIM) (the “Contracting Authority”) invites tenders (“Tenders”) to this request for tenders (“RFT”) from economic operators (“Tenderers”) for the supply of the goods and the services as described in Appendix 1 to this RFT.
- 1.2 In summary, the Goods comprise:

The supply, delivery, installation, configuration, testing and commissioning of a complete vision-based inspection system for pelagic fish processing, including all necessary hardware, software, licences, ancillary components, training, documentation and warranty and after-sales support.

In summary, the Services comprise:

The undertaking of a feasibility study using the vision-based inspection system under commercial pelagic processing conditions, including data collection, analysis and interpretation, on-site and remote feasibility support, reporting and presentation of findings, and the definition of requirements for a potential future optimised solution incorporating vision, software and robotic picking technologies.
- 1.3 *“Not Used”*
- 1.4 This public procurement competition (the “Competition”) will be conducted in accordance with the open procedure under the European Union (Award of Public Authority Contracts) Regulations 2016 (Statutory Instrument 284 of 2016) (the “Regulations”).

Any contract that may result from this Competition (the “Goods Contract”) will be issued for a term of 14 months (“the Term”).

Any contract that may result from this Competition (the “Services Contract”) will be issued for a term of 14 months (“the Term”).
- 1.5 The Contracting Authority reserves the right to extend the Goods Contract Term and the Services Contract Term for a period or periods of up to 12 months with a maximum of 2 such extension or extensions on the same terms and conditions, subject to the Contracting Authority’s obligations at law.
- 1.6 The Contracting Authority estimates that the expenditure on the Goods to be covered by the proposed Goods Contract may amount to approximately €60,000 (excl. VAT) and the expenditure on the Services to be covered by the proposed Services Contract may amount to some €30,000 (excl. VAT) over the Term and any possible extensions. Tenderers must understand that this figure is an estimate only.
- 1.7 Contracting Authority policy seeks to encourage participation on a fair and equal basis by Small and Medium Enterprises (“SME”s) in this Competition. SMEs that believe the scope of this Competition is beyond their technical or business capacity are encouraged, subject to paragraph 2.5, to explore the possibilities of forming relationships with other SMEs or with larger enterprises. Through such relationships they can participate and contribute to the successful implementation of any Goods Contract that may result from this Competition and therefore increase their social and economic benefits.

Larger enterprises are also encouraged, subject to paragraph 2.5, to consider the practical ways that SMEs can be included in their proposals to maximise the social and economic benefits of any Goods Contract that may result from this Competition.

Part 2: Instructions to Tenderers

2.1 Important Notices

2.1.1 While every effort has been made to provide comprehensive and accurate information in all notices and documents prepared for the purposes of this Competition, the Contracting Authority does not accept any liability or provide any express or implied warranty in respect of any such information. Tenderers must form their own conclusions about the solution needed to meet the requirements set out in this RFT and may wish to consult their legal advisers.

2.1.2 The Contracting Authority does not bind itself to accept the lowest priced or any Tender.

This RFT does not constitute an offer or commitment to enter into a Goods Contract and/or a Services Contract.

No contractual rights in relation to the Contracting Authority will exist unless and until a formal written Goods Contract and/or Services Contract have been executed by or on behalf of the Contracting Authority.

Any notification of preferred bidder status by the Contracting Authority shall not give rise to any enforceable rights by the Tenderer.

The award of a Goods Contract and or a Services Contract does not confer exclusivity on the successful Tenderer.

The Contracting Authority may cancel this Competition at any time prior to a formal written Goods Contract and/or Services Contract being executed by or on behalf of the Contracting Authority.

2.1.3 This RFT supersedes and replaces any and all previous documentation, communications and correspondence between the Contracting Authority and Tenderers, and Tenderers should place no reliance on such previous documentation and correspondence.

2.1.4 In this clause 2.1.4, "Data Protection Laws" means all applicable national and EU data protection laws, regulations and guidelines including but not limited to Regulation (EU) 2016/679 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data, and repealing Directive 95/46/EC (the "General Data Protection Regulation"), and any guidelines and codes of practice issued by the Office of the Data Protection Commission or other supervisory authority for data protection in Ireland from time to time.

The Contracting Authority will be a Data Controller (where Data Controller has the meaning given under the Data Protection Laws) in respect of any Personal Data (where Personal Data has the meaning given under the Data Protection Laws) required to be provided by the Tenderer in response to this RFT.

The Tenderer, as Data Controller in respect of any Personal Data provided by it in its Tender, is required to confirm in the statement required under paragraph 2.4 below that all Data Subjects (where Data Subject has the meaning given under the Data Protection Laws) whose Personal Data is provided by the Tenderer have consented to the processing of such Personal Data by the Tenderer, the Contracting Authority, the Evaluation Team and the

supplier of the etenders.gov.ie website, for the purposes of the participation of the Tenderer in this Competition or that the Tenderer otherwise has a legal basis for providing such Personal Data to the Contracting Authority for the purposes of its participation in this Competition.

2.2 Compliant Tenders

2.2.1 If a Tenderer fails to comply in any respect with the requirements of this paragraph 2.2.1, the Contracting Authority reserves the right to reject the Tenderer's Tender as non-compliant or, without prejudice to this right and subject to its obligations at law, to take any other action it considers appropriate including but not limited to:

- seeking written clarification from the Tenderer
- seeking further information from the Tenderer or
- waiving a requirement, which in the Contracting Authority's view, is non-material or procedural.

Tenderers are required:

- (a) To submit all documentation which this RFT requires to be submitted with their Tender
- (b) To follow the format of this RFT and respond to each element in the order as set out in this RFT
- (c) To conform to and comply with all instructions and requirements set out within this RFT
- (d) To submit the statement required under paragraph 2.4 below
- (e) Not to alter or edit this RFT in any way.

2.2.2 Without prejudice to the generality of paragraph 2.2.1, failure to comply with paragraph 2.6.1, 2.6.2 or 2.6.3 below will render the Tender non-compliant and it will be rejected.

2.3 Contracts

2.3.1 Tenderers should note the terms and conditions of the Goods Contract and the Services Contract issued as separate procurement document of this RFT.

2.3.2 Tenderers are required to confirm their acceptance of the terms and conditions of the Goods Contract and Services Contract by signing the Tenderer's Statement in the Tender Response Document (SI-BT-G-02). Tenderers may not amend the Goods Contract and/or Services Contract.

2.4 Acceptance of RFT Requirements

Each Tenderer is required to accept the provisions of this RFT. ALL TENDERERS MUST RETURN, with their Tender, a scanned signed copy of the Tenderer's Statement, as set out in the Tender Response Document (SI-BT-G-02), printed on the Tenderer's letterhead. The Contracting Authority must be able to read the scanned signature of the Tenderer. If possible, please sign documents using blue ink. If the Contracting Authority cannot read the scanned signature, Tenderers may be requested to re-submit. Tenderers may not amend the Tenderer's Statement.

2.5 Consortia and Prime / Subcontractors

Where a group of undertakings (in whatever form and regardless of the legal relationship between them) come together to submit a Tender in response to this RFT, the Contracting Authority will deal with all matters relating to this Competition through a single nominated entity authorised to represent all members of the group of undertakings. The Tenderer must provide details of all members of the group of undertakings and their role in the Tender and clearly and comprehensively set out the contact details including name, title,

telephone number, postal address, facsimile number and email address of the nominated entity authorised to represent the Tenderer and to whom all communications shall be directed and accepted until this Competition has been completed or terminated. Correspondence from any other person will NOT be accepted, acknowledged or responded to.

Prior to and as a condition of award of any Goods Contract and/or Services Contract, the successful Tenderer shall be required to designate a single entity who will carry overall responsibility for the Goods Contract (the “Prime Contractor for Goods”) and for the Services Contract (the “Prime Contractor for Services”), irrespective of whether or not tasks are to be performed by a subcontractor or other consortium member (the “Subcontractor for Goods” and/or the “Subcontractor for Services”), accordingly.

2.6 Tender Submission Requirements

- 2.6.1 Tenders must be submitted via the ‘electronic tenderbox’ available on www.etenders.gov.ie. Only Tenders submitted to the electronic tenderbox will be accepted. Tenders submitted by any other means (including but not limited to: by email, fax, post, hand delivery, etc.) will NOT be accepted.

Tenderers must ensure that they give themselves sufficient time to upload and submit all required tender documentation in their Tender before the Tender Deadline (as defined in paragraph 2.6.2). Tenderers should take into account the fact that upload speeds vary.

Tenderers must note that in the electronic tenderbox, there is a current file size limit of 250MB for each single file uploaded, with a maximum total limit of 2GB for all documentation (combined) in the Tender submitted.

In order to submit a Tender to the electronic tenderbox, Tenderers must ensure that they follow the necessary steps on the eTenders platform to ensure that their tender has been submitted properly, which includes ensuring that the “Submit” button has been clicked. In the event that Tenderers need to modify or change any aspect of their Tender before the Tender Deadline, the Tender in its entirety will need to be re-submitted. Tenderers should be aware that the “Submit” button will be disabled automatically at the Tender Deadline.

- 2.6.2 Tenders must be received not later than 14:00 on 28 September 2026 (the “Tender Deadline”). Tenders that are received late WILL NOT be considered in this Competition.
- 2.6.3 Tenders must be submitted in English
- 2.6.4 Subject to paragraph 2.14 and 2.18, each Tenderer is limited to submitting one Tender in its own capacity and one Tender as part of a consortium/group of undertakings under this RFT.
- 2.6.5 All Tenders submitted in soft copy must be compiled such that they can be read immediately using PDF reader. The Contracting Authority is not responsible for corruption in electronic documents. Tenderers must ensure electronic documents are not corrupt.

2.7 Queries and Clarifications

- 2.7.1 All queries relating to any aspect of this Competition or of this RFT must be directed to the messaging facility on www.etenders.gov.ie. Queries will be accepted no later than 14:00 on 21 September 2026 unless otherwise published by the Contracting Authority. For the avoidance of doubt, Tenderers may not contact the Contracting Authority directly regarding any aspect of this Competition.
- 2.7.2 All responses to queries will be issued by the Contracting Authority via the messaging facility on www.etenders.gov.ie. Where appropriate, queries may be amalgamated. Tenderers should note that the Contracting Authority will not respond to individual Tenderers privately.

- 2.7.3 The Contracting Authority reserves the right to issue or seek written clarifications.
- 2.7.4 The Contracting Authority reserves the right at any time before the Tender Deadline, to update or amend the information contained in this document and/or to extend the Tender Deadline. Participating Tenderers will be informed of any such amendment or extension through the eTenders website.
- 2.7.5 Tenderers should ensure that they register their interest in this Competition, by clicking on the “Accept” button on www.etenders.gov.ie, in order to receive all responses to queries and other updates in relation to this Competition.

2.8 Tendering Costs

- 2.8.1 All costs and expenses incurred by Tenderers relating to their participation in this Competition including, but not being limited to, site visits, field trials, demonstrations and/or presentations shall be borne by and are a matter for discharge by the Tenderers exclusively.
- 2.8.2 Without prejudice to the generality of paragraph 2.8.1, all costs and expenses relating to the supply of samples for purposes of tendering and their return after evaluation or participation in field trials (if any) will be borne exclusively by the Tenderer.

2.9 Confidentiality

- 2.9.1 All documentation, drawings, data, statistics, information, patterns, samples or material disclosed or furnished by the Contracting Authority to Tenderers during the course of this Competition:
 - (a) are furnished for the sole purpose of replying to this RFT only
 - (b) may not be used, communicated, reproduced or published for any other purpose without the prior written permission of the Contracting Authority
 - (c) shall be treated as confidential by the Tenderer and by any third parties (including subcontractors) engaged or consulted by the Tenderer
 - (d) must be returned immediately to the Contracting Authority upon cancellation or completion of this Competition if so requested by the Contracting Authority.

2.10 Pricing

- 2.10.1 All Tenderers must complete the Pricing Schedule.
- 2.10.2 All prices quoted for the Goods and Services must be all-inclusive and include all costs and expenses necessary for the complete delivery of the Requirements as set out in Appendix 1, including but not limited to shipping, packaging, delivery, installation, commissioning, training, personnel, travel, accommodation, equipment, software, licences, ancillary costs, data collection, analysis, feasibility study services, reporting and all other costs necessary to deliver the Requirements. All prices must be expressed in Euro only and exclusive of VAT. The VAT rate(s), where applicable, should be indicated separately.
- 2.10.3 Tenderers must confirm that all prices quoted in the Tender will remain valid for 180 days commencing from the Tender Deadline.
- 2.10.4 Any currency variations occurring over the term of the Goods Contract shall be borne by the Tenderer.
- 2.10.5 Payments for Goods supplied under this RFT shall be made subject to and in accordance with the Goods Contract issued as separate procurement document SI-BT-G-03.

2.10.6 *“Not Used”*

2.11 Environmental, Social and Labour Law

In the performance of any Goods Contract and/or Services Contract awarded, the successful Tenderer(s), and their Subcontractors (if any), shall be required to comply with all applicable obligations in the field of environmental, social and labour law that apply at the place where the goods provided, that have been established by EU law, national law, collective agreements or by international, environmental, social and labour law listed in Schedule 7 of the Regulations.

2.12 Publicity

No publicity regarding this Competition or any Goods Contract and/or Services Contract pursuant to this Competition is permitted unless and until the Contracting Authority has given its prior written consent to the relevant communication.

2.13 Registrable Interest

Any Registrable Interest involving any Tenderer or Subcontractor and the Contracting Authority, members of the Government, members of the Oireachtas, or employees and officers of the Contracting Authority and their relatives must be fully disclosed in the Tender or, in the event of this information only coming to the notice of the Tenderer or Subcontractor after the submission of a Tender, must be communicated to the Contracting Authority immediately upon such information becoming known to the Tenderer or Subcontractor.

The terms “Registrable Interest” and “Relative” shall be interpreted as per Section 2 of the Ethics in Public Office Acts 1995 and 2001, copies of which are available at www.irishstatutebook.ie. The Contracting Authority will, in its absolute discretion, decide on the appropriate course of action, which may in appropriate circumstances include eliminating a Tenderer from this Competition or terminating any Goods and Services Contract entered into by a Tenderer.

2.14 Anti-Competitive Conduct

Tenderers’ attention is drawn to the Competition Act 2002 (as amended, the “2002 Act”). The 2002 Act makes it a criminal offence for Tenderers to collude on prices or terms in a public procurement competition.

2.15 Industry Terms Used in this RFT

Where reference is made to a particular item, source, process, trademark, or type in this RFT then all such references are to be given the meaning generally understood in the relevant industry and operational environment.

2.16 Freedom of Information

- 2.16.1 Tenderers should be aware that, under the Freedom of Information Act 2014 and the European Communities (Access to Information on the Environment) Regulations 2007 to 2014, information provided by them during this Competition may be liable to be disclosed.
- 2.16.2 Tenderers are asked to consider if any of the information supplied by them in their Tender should not be disclosed because of its confidentiality or commercial sensitivity. If Tenderers consider that certain information is not to be disclosed because of its confidentiality or commercial sensitivity, Tenderers must, when providing such information, clearly identify the specific sections of their Tender containing such information and specify the reasons for its confidentiality or commercial sensitivity. For the avoidance of doubt Tenderers may not assert confidentiality or commercial sensitivity over the entire Tender but must clearly identify the specific section containing such information. If Tenderers do not identify information as confidential or commercially sensitive, it is liable to be released in response to a request under

the above legislation without further notice to or consultation with the Tenderer. The Contracting Authority will, where possible, consult with Tenderers about confidential or commercially sensitive information so identified before making its a decision on a request received. The Contracting Authority accepts no liability whatsoever in respect of any information provided which is subsequently released (irrespective of notification) or in respect of any consequential damage suffered as a result of such obligations.

2.17 Tax Clearance

It will be a condition of any Goods Contract pursuant to this Competition that the successful Tenderer(s) shall, for the term of such contract(s), comply with all EU and domestic tax laws. Tenderers are referred to www.revenue.ie for further information. Prior to the award of any Goods Contract arising out of this Competition, the successful Tenderer shall be required to supply its Tax Clearance Access Number and Tax Reference Number to facilitate online verification of their tax status by the Contracting Authority. By supplying these numbers the successful Tenderer acknowledges and agrees that the Contracting Authority has the permission of the successful Tenderer to verify its tax cleared position online.

2.18 Conflicts of Interest

Any conflict of interest or potential conflict of interest on the part of a Tenderer, Subcontractor or individual employee(s) or agent(s) of a Tenderer or Subcontractor(s) must be fully disclosed to the Contracting Authority as soon as the conflict or potential conflict is or becomes apparent. Tenderers are required to declare that the preparation of their Tender was carried out independently. In the event of any actual or potential conflict of interest, the Contracting Authority may invite Tenderers to propose means by which the conflict of interest might be removed and in circumstances where there are links between Tenderers, the Contracting Authority may seek further information to confirm the Tenders have been prepared independently. The Contracting Authority will, at its absolute discretion, decide on the appropriate course of action, which may in appropriate circumstances include eliminating a Tenderer from this Competition or any Mini-Competition or terminating any Framework Agreement or Services Contract entered into by a Tenderer.

2.19 Withdrawal from this Competition

Tenderers are required to notify the Contracting Authority immediately, via the e-tenders website, if at any stage they decide to withdraw from this Competition.

2.20 Site Visit

2.20.1 *"Not Used"*

2.20.2 *"Not Used"*

2.21 Insurance

- 2.21.1 The successful Tenderer shall be required to hold for the term of the Goods Contract the following insurances:

[

Insurance	Minimum level
Employer's Liability	€13,000,000 for any one occurrence
Public Liability	€6,500,000 for any one occurrence
Products Liability	€6,500,000 for any one claim
Professional Indemnity	€1,000,000 for each and every claim excluding defence costs

- 2.21.2 By signing the Tenderer's Statement in the Tender Response Document (SI-BT-G-02), Tenderers confirm, that if awarded a Goods Contract and a Services Contract under this Competition, (i) they will, from the Effective Date of the Goods Contract and Services Contract (as defined in the Goods Contract and in and Services Contract), obtain and hold the types and levels of insurance as specified at paragraph 2.21.1 (ii) the territorial limits and jurisdiction of its insurance policies include Ireland and (iii) they are not aware of any exclusions, restrictions, conditions or warranties or, in the case of policies with an aggregate limit of indemnity, any outstanding claims, which could have a material adverse impact on the level of coverage specified above . A formal confirmation from the Tenderer's insurance company or broker to this effect will be requested from the successful Tenderer(s) prior to the award of (and shall be a condition of) any Goods Contract and/or Services Contract.
- 2.21.3 The successful Tenderer will, during the term of the Goods Contract and Services Contract, be required to:
- (a) immediately advise the Contracting Authority of any material change to its insured status
 - (b) produce proof of current premiums paid upon request
 - (c) produce valid certificates of insurance upon request.

2.22 Samples

- 2.22.1 *"Not Used"*
- 2.22.2 The Tenderer must in its Tender, provide a clear and complete list of all documentation and manuals applicable to any sample, or alternatively, where no such documentation or manuals exist, the Tenderer must provide a statement to that effect. All documentation and manuals submitted (where requested) must be in the English language only.
- 2.22.3 The Tenderer will be responsible for the insurance and transportation of samples used in presentations, demonstrations or field trials.
- 2.22.4 Any samples required must be furnished upon written request of the Contracting Authority.

Part 3: Selection and Award Criteria

3.1 Compliant Tenders

3.1 Only those Tenderers who have:-

- (a) Submitted compliant Tenders pursuant to paragraph 2.2 above, and
- (b) Declared that they satisfy the selection criteria for this Competition as set out in part 3.2 below (the "Selection Criteria"),

will be evaluated in accordance with the Award Criteria at part 3.3 below.

Tenderers should note that where a Tenderer is relying on the capacity of other entities (for example, Subcontractors) for the purposes of fulfilling any of the Selection Criteria in part 3.2 below it must ensure that each such entity:

- (i) when requested by the Contracting Authority, submit proof, to the satisfaction of the Contracting Authority, that each such entity will place the necessary resources at the disposal of the Tenderer.

However, notwithstanding anything to the contrary in this part 3.1, the Contracting Authority reserves the right to ask Tenderers at any moment during the Competition to submit any or all of the following for the purposes of verification of the status of the Tenderer (including the Prime Contractor and any Subcontractor):

- (i) a Declaration in the form contained at Appendix 4 of the Tender Response Document (SI-BT-G-02)
- (ii) evidence to the effect that measures taken by the entity concerned are sufficient to demonstrate its reliability despite the existence of a relevant Exclusion Ground
- (iii) in the case of the Prime Contractor and any Subcontractor on whose capacity the Prime Contractor relies, all or any of the supporting documents specified at paragraph 3.2 below
- (iv) information concerning the Tenderer, and any proposed subcontractors, for the purposes of Regulation (EU) No 833/2014 (as amended by EU Regulation 2022/576 or any subsequent amendments to same) including, but not limited to, in respect of natural persons, copies of identity documents and, in respect of legal persons, a certificate or extract from the commercial register or other competent authority of the country in which the legal person is established
- (v) information concerning the origin of goods, if any, for the purposes of assessing compliance with Regulation (EU) No 833/2014 (as amended by EU Regulation 2022/576 or any subsequent amendments to same).

If a Tenderer does not, upon request by the Contracting Authority, provide evidence which is considered by the Contracting Authority as sufficient to demonstrate (i) its fulfilment of the Selection Criteria (or any one of them) in accordance with this RFT and (ii) the absence of Exclusion Grounds, or its reliability despite the existence of a relevant Exclusion Ground and (iii) that it does not come within the category of prohibited economic operators identified in Regulation (EU) No 833/2014 of 31 July 2014 (as amended by EU Regulation 2022/576) and (iv) that the origin of goods, if any, are not subject to the prohibitions set out in Regulation (EU) No 833/2014 (as amended by EU Regulation 2022/576 or any subsequent amendments to same) then it shall be excluded from further participation in this Competition.

If a Tenderer does not, upon request by the Contracting Authority, provide evidence which is considered by the Contracting Authority as sufficient to demonstrate (i) the fulfilment by

any Subcontractor on whose capacity the Prime Contractor relies of the Selection Criteria (or any one of them) in accordance with this RFT and (ii) the absence of Exclusion Grounds in respect of any Subcontractor, or the reliability of any Subcontractor despite the existence of a relevant Exclusion Ground and (iii) that any proposed Subcontractor on whose capacity the Tenderer relies (where the value of that subcontract exceeds 10% of the value of the Services Contract) does not come within the category of prohibited economic operators identified in Regulation (EU) No 833/2014 of 31 July 2014 (as amended by EU Regulation 2022/576) then, it shall be excluded from further participation in this Competition *unless* it replaces the Subcontractor with one which meets all relevant requirements of this RFT.

3.2 Selection Criteria

3.2 Tenderers will either pass OR fail each of the Selection Criteria in this part 3.2. A Tenderer who fails a selection criterion will be excluded from participating in this Competition.

3.2.A Economic and Financial Standing

Tenderers must declare that they satisfy the financial and economic standing requirement(s) set out below and that they are able, upon request and without delay, to provide the supporting documentation specified below to the Contracting Authority in each case.

Ref.	Example selection requirement	Supporting documentation to be provided on request
EF1	The Tenderer must have a minimum annual turnover of €160,000 in each of the last three (3) financial years for which accounts are available.	Audited accounts or equivalent financial statements for the relevant financial years and/or a statement of overall turnover.
EF2	The Tenderer must demonstrate sufficient economic and financial standing to perform the Goods Contract.	A banker's letter, financial statements, credit rating or other suitable evidence specified by the Contracting Authority.
EF3	Tenderers must declare, by completion of the tender response, document that they are tax compliant	Tax clearance certificate / Tax Clearance Access Number and Tax Reference Number to facilitate online verification of their tax status by the Contracting Authority
EF4	Tenderers must declare, by completion of the tender response document, that they have or will obtain the levels of insurance set out at part 2.21.1 of this document, if successful in this competition. Having the required insurance levels in place will be a condition of award.	Insurance policies and certificates

Tenderers must provide the supporting documentation specified above without delay when requested by the Contracting Authority. However, where the Tenderer is unable, for a valid reason, to provide the specified documentation, the Tenderer must inform the Contracting Authority of the valid reason as to why the documentation cannot be supplied and, if the Contracting Authority considers the reason given to be valid, provide such other suitable alternative documentation to prove, to the satisfaction of the Contracting Authority, their economic and financial capacity.

3.2.B Technical and Professional Ability

Tenderers must declare that they satisfy the technical and professional requirement(s) set out below and that they are able, upon request and without delay, to provide the supporting documentation specified below to the Contracting Authority in each case.

Ref.	Selection requirement	Supporting documentation to be provided on request
TP1	The Tenderer must demonstrate experience of delivering contracts of a comparable nature, scale and complexity during the last three years, including: • one (1) contract involving the supply, installation and/or implementation of a specialist vision-based inspection, imaging or comparable automated inspection system • one (1) contract involving the provision of comparable feasibility study and/or business case development, technical analysis or related professional services.	Details of two (2) comparable contracts, comprising one (1) Goods contract and one (1) Services contract, including the goods supplied or services provided, contract value, dates, recipient and referee contact details.
TP2	The Tenderer must demonstrate adequate technical resources, systems, supply-chain arrangements and delivery capacity to perform the Goods Contract and the Services Contract, including the supply, installation and support of the vision-based inspection system and the undertaking of the feasibility study.	A description of the Tenderer's technical resources, facilities, equipment, systems, supply-chain arrangements and delivery capacity relevant to the Requirements, including arrangements for the supply and support of the proposed system, data analysis and feasibility study activities, business continuity and any proposed subcontracting arrangements.
TP3	The Tenderer must have suitably qualified and experienced key personnel available to deliver the Goods and Services, including the technical, installation, software, data analysis and feasibility study activities required under the Contracts.	CVs, qualifications and role descriptions for the proposed key personnel, demonstrating their relevant qualifications, experience and responsibilities in relation to the Goods and Services.

Ref.	Selection requirement	Supporting documentation to be provided on request
TP4	The Tenderer must demonstrate appropriate quality-assurance and quality-control arrangements for the supply and delivery of the Goods and the provision of the Services. The Tenderer must also be able to provide descriptions, photographs, test reports or certificates for the proposed Goods where requested by the Contracting Authority.	Relevant quality-management certifications and/or descriptions of equivalent quality-assurance and quality-control procedures applicable to the Goods and Services, together with descriptions, photographs, test reports or certificates for the proposed Goods, as specified by the Contracting Authority.

Tenderers must provide the supporting documentation specified above without delay when requested by the Contracting Authority.

Note for TP1: For the purposes of this requirement, comparable Goods experience means the supply, installation and/or implementation of a specialist vision-based inspection, imaging or comparable automated inspection system linked to automated picking technologies. Comparable Services experience means the provision of feasibility study, business case development, technical analysis or related professional services involving specialist technical systems or their application in operational environments.

The examples are illustrative only. Relevant experience in pelagic and wet fish processing environments, as well as other high-throughput processing environments, will be considered. Tenderers are not required to have delivered an identical pelagic fish vision system or robotic sorting solution, provided that the experience demonstrates comparable technical and delivery complexity. The same contract may be used to demonstrate both requirements where it includes clearly identifiable Goods and Services elements satisfying each requirement.

3.3 Award Criteria

- 3.3.1 The Goods Contract will be awarded on the basis of the most economically advantageous tender(s) as identified in accordance with the following criteria:

Ref.	Award criterion	Tender response requirement	Weighting	Min Marks Required
A	Understanding of the Requirement	Tenderers must demonstrate a clear understanding of BIM's requirements, the commercial pelagic processing environment, the objectives of the vision-based inspection system, feasibility study and Business Case development, and the technical and operational challenges associated with the intended application and potential future holistic solution.	15%	90

Ref.	Award criterion	Tender response requirement	Weighting	Min Marks Required
B	Proposed Approach and Methodology	Tenderers must describe their proposed approach to delivering the Goods and Services, addressing the following subcriteria.	40%	240
B1	Technical Solution and Training	Tenderers must describe the proposed vision-based inspection system and demonstrate how it will meet the technical, functional, installation, training, support and lifecycle requirements set out in Appendix 1, including the proposed configuration, software, data functionality, implementation arrangements and relevant environmental characteristics of the solution.	20 %	120
B2	Feasibility Study and Business Case Approach	Tenderers must describe their proposed methodology for: (a) Feasibility Study Approach: Undertaking the feasibility study, including data collection, analysis and interpretation, on-site and remote support, reporting, and the definition of requirements for a potential future optimised solution. (b) Business Case Development Approach: Developing the Business Case for the proposed holistic vision, software and robotic picking solution, including the approach to assessing technology options, anticipated performance and capacity, estimated CAPEX and OPEX, financial and commercial viability, and recommended next steps.	20%	120
C	Key Personnel	Tenderers must provide details of the proposed key personnel, including their roles, qualifications, relevant experience and responsibilities in delivering the Goods and Services.	15%	90
D	Contract Management	Tenderers must describe their proposed arrangements for managing and coordinating the Goods and Services, including the delivery programme, milestones, communication, reporting, risk management, coordination with BIM and the Industry/Host Site, and completion of the Requirements.	5%	30
E	Environmental Sustainability	Tenderers must describe their general environmental sustainability approach, including relevant policies, practices and measures to minimise the environmental impact of their operations and delivery of the Contracts.	5%	30
F	Cost	Complete the Pricing Schedule	20%	n/a
	TOTAL		100%	

Each of the award criteria and sub-criteria will be assessed on an overall basis. A mark will be awarded to each criterion in accordance with the scoring methodology set out below. The individual mark within each band will be allocated based on the respective merit of the response within the category. A minimum score of 60% is required to pass each criterion. A Tenderer not receiving the minimum % score required for any criterion will not be evaluated further and will be eliminated from the Competition.

Qualitative award criteria will be assessed first. Tenderers that have not achieved the required minimum % score for any of qualitative award criteria will be eliminated from the Competition without having their costs assessed and their proposed prices will not be considered for the purposes of cost evaluation.

Those Tenderers that score a mark equal to or in excess of the minimum % score required for each of the award criteria will proceed to have their Cost evaluated.

Score	Meaning	Interpretation
90 – 100%	Excellent	A very comprehensive response demonstrating extensive understanding offering full assurance to BIM – fully supported with no reservations.
80 – 89%	Very good	A very good response demonstrating a very good understanding and offering convincing assurance that the Tenderer will deliver to a very high standard but contains a few, mostly minor, weaknesses – fully supported.
70 – 79%	Good	A good response demonstrating a good understanding and offering assurance that the Tenderer will deliver to a high standard but contains a number of weaknesses to client – well supported.
60 – 69%	Acceptable	An acceptable response demonstrating a minimum understanding and offering assurance. That the Tenderer will deliver requirements to an adequate standard but contains a number of weaknesses
Less than 60% is unacceptable and considered ineligible from further consideration		
1 to 59%	Poor	Response demonstrates limited understanding with insufficient or no detail and a risk of non-delivery. This is unacceptable and classified as inadmissible.

The lowest cost tender that also meets all the minimum requirements of the qualitative award criteria will receive the maximum score achievable under this criterion. The scores of the other valid tenders will be calculated using the following formula:

Evaluation of Cost Formula	$\frac{\text{Lowest Tendered Price}}{\text{Tendered Price under evaluation}} \times \text{Maximum Marks available}$
-----------------------------------	---

Note: The Total Evaluated Tender Price shall be the sum of the Total Fixed Goods Price and the Total Fixed Services Price, exclusive of VAT, as calculated in Appendix 2: Pricing Schedule. Information-only charges, including software licence renewal costs following the initial licence period, shall not form part of the Total Evaluated Tender Price.

Tenderers must not use abnormally high or low rates in their Tender. This prohibition includes using strategies that might allow the Tenderer to benefit disproportionately in relation to the valuation for work

or interim payments for work done. Each rate must properly cover the full inclusive value of the work to which the amount relates.

If, in the Authority's opinion, the overall tendered amount is abnormally low or any tendered rates (including any rates tendered for valuation of extra [services/supplies]) are abnormally low or abnormally high, the Authority may require the Tenderer to provide further written details of the constituent elements of the overall tendered amount or the tendered rates or any other information which the Authority considers relevant. This may include (without limitation) the information listed in Regulation 69 of the European Union (Award of Public Authorities' Contracts) Regulations 2016. Any failure to provide such information, where requested, may exclude the Tender from further consideration. If, having considered the information provided, the Authority is of the view that either the overall tendered amount is abnormally low or any tendered rates are abnormally low or abnormally high, the Authority may reject the Tender.

3.3.2 Subject to paragraphs 2.1 (Important Notices) and 3.5 (Standstill Period) of this RFT, award of the Goods Contract to the highest ranked Tenderer (as determined by paragraph 3.3.1) will be conditional upon:

- (a) the Tenderer submitting the following evidence in respect of the Tenderer (including the Prime Contractor and any Subcontractors, as applicable in accordance with paragraph 3.1 above) to the extent not already provided, within seven (7) days of request by the Contracting Authority: (i) a Declaration in the form contained at Appendix 4 of the Tender Response Document (SI-BT-G-02) (ii) if applicable, evidence to the effect that measures taken by the entity concerned are sufficient to demonstrate its reliability despite the existence of a relevant Exclusion Ground (iii) all or any of the supporting documents specified at paragraph 3.2
- (b) the evidence specified at paragraph 3.3.2 (a) above demonstrating that each entity concerned meets the Selection Criteria and the compliance requirements specified at paragraph 3.1 (b) and (c) above.

3.4 Presentation of Proposals

Tenderers may be required to make a presentation of the proposal contained in their Tender. The Contracting Authority will not be responsible for the cost of such presentations (in accordance with paragraph 2.8). Performance at presentations will NOT be evaluated.

3.5 Standstill Period

- 3.5.1 As soon as practicable after the Authority has made a decision to award the Contract, the Authority will notify all Tenderers of the outcome of this Competition. Contracting Authority might apply a stand still period of fourteen (14) calendar days after the day on which the Tenderers have been sent a notice informing them of the result of this competition. The preferred bidder will be notified of the decision of the Contracting Authority and of the expiry date of the Standstill Period. This notification will not form the Contract or any contract or other obligation and specifically will not oblige the Authority to award or enter into the Contract.
- 3.5.2 Tenderers should note that the Contracting Authority may, when notifying Tenderers of the results of this Competition, include the scores obtained by the Tenderer concerned and the scores obtained by the preferred bidder in respect of each award criterion assessed by the Contracting Authority.

3.6 Return of Signed Contracts

- 3.6.1 The successful Tenderer must sign and return the Goods Contract and the Services Contract and the Confidentiality Agreement, both in duplicate to the Contracting Authority no later than seven (7) calendar days from the date of expiry of the Standstill Period unless notified otherwise in writing by the Contracting Authority. A signed Goods Contract and a signed Services Contract

returned by the successful Tenderer is not binding on the Contracting Authority until the Contracting Authority has signed the Goods Contract and the Services Contract in accordance with paragraph 2.1.2 above.

- 3.6.2 Where the signed Goods Contract and the Services Contract and the Confidentiality Agreement have not been received by the Contracting Authority within the period as specified at paragraph 3.6.1 then the Contracting Authority may proceed to award the Goods Contract and the Services Contract to the next highest-ranked Tenderer in accordance with paragraph 3.6.1 above.

Appendix 1: Requirements and Specifications

Tenderers must address each of the issues and requirements in this part of the RFT and submit a detailed description in each case which demonstrates how these issues and requirements will be dealt with / met and their approach to the proposed delivery of the Goods and the Services. A mere affirmative statement by the Tenderer that it can / will do so or a reiteration of the tender requirements is NOT sufficient in this regard.

1. Overview of Bord Iascaigh Mhara (BIM)

Bord Iascaigh Mhara (BIM), Ireland's Seafood Development Agency, has a remit to provide commercially relevant and innovative services to the Irish seafood industry that drive growth opportunities, add value, enhance competitiveness and create jobs in a sustainable, natural resource-based industry for the benefit of coastal communities.

BIM's vision is a scaled Irish seafood industry capitalising on the growing opportunities for seafood in global markets and providing sustainable employment in coastal communities.

Mission

BIM's mission is to grow a thriving Irish seafood industry and deliver on its corporate strategy, *Turning the Tide 2022–2026*. BIM implements this mission through four strategic priorities:

1. Lead and nurture leadership
2. Deliver results with solutions that effect change
3. Invest for long-term growth
4. Protect our environment and our sector.

Vision

BIM partners with the Irish seafood sector in every possible way, with intent and urgency, to identify and drive the changes needed to ensure its sustainable future.

1.2 Background to the Requirement

The Irish pelagic processing sector operates in a high-throughput environment, where significant volumes of up to 50 tonnes per hour of Horse Mackerel (common name Scad) (*Trachurus trachurus*), Atlantic Mackerel (*Scomber scombrus*), Boarfish (*Capros aper*) and Blue Whiting (*Micromesistius poutassou*) are processed over relatively short periods in-factory. The presence of by-catch within targeted pelagic catches is a natural occurrence and can create operational and processing challenges, particularly where by-catch must be manually identified and separated efficiently from the main catch. Furthermore, a proportion of the catch may be damaged, for example through broken heads, tails or bellies, and may need to be removed during processing. To date, the majority of fishing and processing activities have taken place between October and March each year, during which vessels and processors catch, process and block-freeze product within relatively short and intensive operating periods. Where by-catch is present, for example where Boarfish is mixed with Scad, it is predominantly removed manually by up to six personnel per processing line following grading.

BIM has previously undertaken feasibility work to investigate the potential application of vision and robotic technologies for the identification and removal of by-catch from pelagic fish processing lines. This work included testing the use of a vision system to differentiate Horse Mackerel/Scad from Boarfish, together with testing of robotic gripping technology to lift and remove Boarfish from the main catch on a standard 600 mm conveyor travelling at approximately 0.33 metres per second. The feasibility work also explored potential

hardware solutions associated with scaling an automated solution for commercial processing conditions and varying levels of Boarfish mixed through Horse Mackerel.

The initial work demonstrated the need for further data collection and analysis under commercial operating conditions to better understand the technical, operational and capacity requirements of a potential automated solution. In particular, further work is required to assess the use of vision technology under commercial pelagic processing conditions, including processing flows of approximately 50 tonnes per hour, and to collect representative operational data capable of informing the design and specification of any potential future solution for the automated picking of by-catch species and broken fish from the main catch. During initial testing, it was identified that the vision and associated robotic picking solution could not operate effectively where fish were presented in multiple layers. Successful operation required fish to be presented in a single layer, enabling the vision system to identify individual fish and instruct the robotic picking arm to remove targeted fish at the appropriate location. For the purposes of the proposed feasibility study and Business Case, a conveyor approximately 1.45 metres wide × 5 metres long, operating at approximately 0.33 metres per second, will be used to support the presentation of fish in a single layer.

Accordingly, BIM now wishes to undertake a further feasibility phase involving the supply and installation of a vision-based inspection system, together with the associated software, data collection, analysis, training, technical support and feasibility services as part of this Competition. BIM and industry participants will work closely with the successful Tenderer to establish the technical, operational and financial feasibility of a vision-enabled robotic solution for the removal of targeted by-catch and broken fish from commercial pelagic processing flows.

The feasibility study will also inform the development of a Business Case for a potential future holistic solution, including the identification of suitable vision, software and robotic picking technologies, the technical and operational requirements of the proposed solution, and the associated financial and commercial considerations. The Business Case is intended to support BIM and industry in assessing the potential implementation of such a solution and informing future investment decisions.

For the avoidance of doubt, the procurement of any future commercial robotic sorting solution does not form part of this Competition. The findings of the feasibility study and the Business Case will, however, inform the potential future development and procurement of a holistic automated solution.

2. Specification of Requirements

2.1 Overall Requirement

BIM is seeking a suitably qualified and experienced Tenderer to provide a vision-based inspection system and associated feasibility, technical and support services for deployment and operation under commercial pelagic fish processing conditions, and to develop a robust Business Case for a potential future integrated vision and robotic picking solution.

The Requirements comprise three principal elements:

- a. Goods: the supply, delivery, installation, configuration, testing and commissioning of a vision-based inspection system, including all hardware, software, licences, interfaces and ancillary components required for its effective operation, together with training, documentation and warranty and after-sales support.
- b. Feasibility Study and Associated Services: the delivery of a feasibility study and all associated services required to support the operation and assessment of the system under commercial processing conditions, including on-site and remote technical support, data collection, analysis and interpretation, reporting and presentation of findings.
- c. Business Case: the development of a Business Case, as part of the Services, clearly outlining the requirements and options for a potential future holistic solution incorporating vision, software and robotic picking technologies for the identification and removal of targeted by-catch species and broken fish from commercial pelagic processing flows.

The vision-based inspection system and associated Services shall be used to collect and analyse representative data under commercial pelagic processing conditions, including information relating to species identification, by-catch levels, fish size, grading and fish condition.

As part of the feasibility study, the successful Tenderer, in conjunction with BIM and representative industry contacts, shall assess the information and operational data generated through the deployment of the system and use the findings to define the technical, operational and capacity requirements for a potential future optimised solution incorporating vision, software and robotic picking technologies for large-scale pelagic applications. This shall include consideration of the requirements necessary to support the identification and removal of targeted by-catch species and broken fish under commercial processing conditions.

The findings of the feasibility study shall inform the development of the Business Case, including the identification and assessment of suitable technology options, the proposed configuration and capacity of the holistic solution, and the associated technical, operational and financial considerations necessary to support future investment and implementation decisions.

The successful Tenderer shall provide all equipment, software, licences, services, resources and other components necessary to successfully deliver the Requirements set out in this Appendix.

The vision-based inspection system will be installed and operated at an industry site in Killybegs, Co. Donegal, within a commercial pelagic fish processing environment. The successful Tenderer will be required to coordinate with BIM and the relevant Industry/Host Site in relation to the delivery, installation, commissioning and operation of the system and the delivery of the associated Services.

2.2 Goods - Vision-Based Inspection System

The successful Tenderer shall supply a complete vision-based inspection system suitable for deployment and operation within a commercial pelagic fish processing environment. The proposed system shall include all hardware, software, licences, interfaces, mounting arrangements and ancillary components necessary to meet the Requirements set out below.

2.2.1 Vision-Based Inspection System

The successful Tenderer shall supply a complete vision-based inspection system suitable for deployment within a commercial pelagic fish processing environment.

The proposed system shall be capable of capturing and processing representative image data from pelagic fish presented on a commercial processing line operating at approximately 50 tonnes per hour, within the monitored area (approximately 1.45 x 5 metres of moving conveyor operating at approximately 0.33 metres per second), under commercial operating conditions and shall provide the functionality necessary to support the feasibility study and associated data analysis requirements set out in this Appendix.

The proposed system shall, as a minimum:

- monitor pelagic fish and by-catch presented on the relevant commercial processing line
- capture images and associated data of sufficient quality and frequency to support the identification, classification and analysis requirements set out in this Appendix
- support the identification and differentiation of Horse Mackerel/Scad, Boarfish, Atlantic Mackerel, Blue Whiting and by-catch species and the analysis of other relevant pelagic species specified by BIM
- support the collection of representative operational data required to assess by-catch levels, fish characteristics, fish damage, fish grades and processing conditions over the feasibility study period
- support image labelling, training and optimisation of the vision system using data collected under operational conditions

- enable the processing, storage and retrieval of images and associated data generated through operation of the system
- provide the data and information necessary to inform the assessment of the technical, operational and capacity requirements of a potential future automated by-catch identification and automated removal solution, including the development of the Business Case for the proposed holistic vision and robotic picking solution.

The Tenderer shall propose and provide the complete system configuration required to meet the above requirements, including all cameras, lighting, processing hardware, computing equipment, mounting arrangements, interfaces and ancillary components necessary for the effective operation of the proposed solution.

The Tenderer shall describe the proposed system configuration and explain how the proposed solution is suitable for the commercial pelagic processing environment and operating conditions described in this Appendix.

Operational Context

For the purposes of developing their proposed solution, Tenderers should have regard to the scale and nature of the commercial pelagic processing environment in which the system is intended to operate.

The system is intended for deployment within a high-throughput commercial pelagic processing environment, with processing flows of approximately 50 tonnes per hour. By way of indicative context, the relevant processing arrangements may include 600 mm wide belts throughout the main factory with an initial vision-system monitoring area/conveyor arrangement of approximately 1.45 metres × 5 metres positioned pre-grading presenting fish in a single layer at high volume operating at approximately 0.33 metres per second.

2.2.2 Image Capture and Monitoring Requirements

The proposed vision-based inspection system shall be capable of continuously capturing representative images and associated data from pelagic fish passing through the monitored area during normal commercial processing operations.

The system shall:

- capture images of sufficient quality, coverage and frequency to support the detection, classification and analysis requirements set out in this Appendix
- enable the collection of representative image data across the range of operating conditions encountered during the feasibility study
- support the capture of images required for the training, validation and optimisation of the vision system
- enable captured images to be labelled and associated with the relevant classifications and analytical outputs
- retain captured images and associated data in a form that enables subsequent review, interrogation and analysis
- provide sufficient image and operational data to support the assessment of fish presentation and processing conditions relevant to the feasibility study and the definition of a potential future automated by-catch identification and removal solution

Tenderers shall provide details of the image capture and monitoring capabilities of their proposed system, including the image capture rate/frequency, image resolution, coverage of the monitored area and any other relevant technical parameters affecting the system's ability to capture and analyse fish under the operating conditions specified. Tenderers shall explain how these capabilities are suitable for the proposed application

and will inform the development of a holistic vision-system-enabled robotic picking solution for the Business Case.

2.2.3 Detection, Classification and Analysis Requirements

The proposed vision-based inspection system shall provide the detection, classification and analytical functionality necessary to support the feasibility study and business case and the assessment of fish passing through the monitored area.

The system shall support, as a minimum:

- the identification and differentiation of relevant pelagic fish species and by-catch, e.g. Horse Mackerel/Scad, Boarfish, Mackerel, Blue Whiting and other small pelagic species such as Sprat
- the identification and classification of relevant fish characteristics, including fish grading and fish condition, e.g. visible damage such as broken heads, tails, cuts and gashes
- the quantification and analysis of identified species, by-catch and fish damage over defined time periods, including the ability to determine relevant species/by-catch ratios
- the generation of data and analytical outputs that enable BIM and participating industry partners to interrogate the information collected and develop relevant operational insights and reports.

Tenderers shall describe the detection, classification and analytical capabilities of their proposed system and explain how these will support the Requirements. Tenderers shall identify any relevant limitations, dependencies or conditions affecting the proposed functionality and describe any training, image labelling or model optimisation required.

2.2.4 Hardware and Ancillary Components

The successful Tenderer shall provide all hardware and ancillary components necessary for the complete and effective operation of the proposed vision-based inspection system.

The proposed solution shall include, as applicable:

- cameras and associated imaging equipment
- lighting required to support effective image capture
- image processing and computing hardware
- mounting, support and protective arrangements
- user interface and display equipment
- connectivity and communications equipment
- system interfaces and associated control components
- cabling, connectors, power supplies and other equipment required to connect and operate the proposed system
- any other ancillary components necessary for the installation, commissioning and effective operation of the proposed solution.

The Tenderer shall determine the type, quantity and configuration of the hardware and ancillary components required to meet the Requirements and shall provide details of the proposed equipment and its principal technical specifications.

All hardware and ancillary components necessary for the complete installation, commissioning and operation of the proposed system shall be included in the Tenderer's proposed solution and price.

2.2.5 Software, User Access and Licensing

The successful Tenderer shall provide all software, licences and user access required for the installation, configuration and effective operation of the proposed vision-based inspection system and for the delivery of the Requirements.

The proposed solution shall:

- include all software required to operate, configure and manage the proposed system
- provide BIM and authorised users with appropriate access to the system and its functionality
- provide access to the functionality required to review, interrogate and analyse the information generated by the system
- include all necessary software licences and subscriptions for the duration of the initial Contract Term of 14 months
- clearly identify any software, licences, subscriptions or third-party services required as part of the proposed solution, including any software or AI agent licence fees associated with the Goods or their continued operation
- identify any ongoing or recurring software, licence or subscription requirements that would apply following completion of the feasibility study, during any Contract extensions or following expiry of the Contract Term.

The Tenderer shall describe the proposed software and licensing arrangements, including the licensing model (e.g. perpetual, subscription, annual or other), the licence period, number/type of users or user access provided, any relevant usage restrictions or dependencies, and any ongoing licence or subscription requirements and associated costs. The Tenderer shall also identify what is included in the proposed licence or subscription, including maintenance, software updates, support and any additional user or usage charges, where applicable.

All software, licences and subscriptions necessary for the initial 14-month Contract Term shall be included in the Tenderer's proposed solution and price. Tenderers shall separately identify the costs of any licence or subscription extensions, renewals or continued use beyond the initial Contract Term, including any applicable annual or other recurring charges, in accordance with Appendix 2: Pricing Schedule.

2.2.6 System Interfaces, Compatibility and Future Integration

The proposed vision-based inspection system shall provide appropriate interfaces and connectivity to support its effective operation and the Requirements of the feasibility study.

The proposed solution shall:

- provide appropriate interfaces for the exchange of data and information with other systems, where required
- support the export of system data and analytical outputs in commonly usable formats
- enable the information generated by the system to be accessed and used independently of the proposed system, subject to the data and information requirements set out in Section 2.2.7
- provide sufficient technical flexibility to support the assessment of potential future integration with other processing, automation and control systems
- support the feasibility assessment and definition of the requirements for a potential future solution incorporating vision, software and robotic picking technologies.

The Tenderer shall describe the interfaces, connectivity and integration capabilities of the proposed system, including any relevant technical requirements, dependencies, limitations or restrictions that may affect interoperability or potential future integration.

The Tenderer shall also identify any proprietary interfaces, software, protocols or other dependencies that would need to be considered in connection with the future integration or use of the proposed system.

2.2.7 Data, Images and Information Requirements

All images, data and information generated or collected through the operation of the vision-based inspection system as part of the Requirements shall be accessible to BIM.

The proposed solution shall:

- enable BIM to access, retrieve and export all images, data, reports and associated information generated or collected through the operation of the system
- ensure that images, data and associated outputs are available in commonly accessible and transferable formats, which can be accessed and used without unnecessary reliance on proprietary software or supplier-specific systems
- enable BIM to retain and use the images and data independently of the proposed system and associated software
- enable BIM to provide or transfer the images and data to third parties for further analysis, development or assessment
- provide BIM with access to the data and information required to interrogate the results and generate relevant reports and operational insights
- clearly identify any technical dependencies or restrictions associated with the storage, access, export, processing or subsequent use of the images and data.

BIM shall own all project images and data generated or collected in connection with the delivery of the Requirements. BIM's ownership of, and access to, the project images and data shall not be limited by the duration of the feasibility study or any software licence or subscription period.

Project images, data, analytical outputs and reports shall be provided, as appropriate, in commonly accessible formats, for example JPEG, TIFF or PNG for images and PDF or other commonly accessible formats for reports and outputs. Where structured or machine-readable data is generated, this shall be capable of being exported in a commonly usable format suitable for subsequent analysis and reuse.

The Tenderer shall describe how the project images and data will be captured, processed, stored, accessed, retrieved and exported, including the formats used and any software, systems or other tools required to access, process or use them. The Tenderer shall also describe how BIM will retain access to and be able to retrieve and use the project images and data following expiry of the initial software licence or subscription period.

2.2.8 Documentation and Manuals

The successful Tenderer shall provide all documentation necessary to support the installation, operation and ongoing use of the proposed vision-based inspection system.

The documentation provided shall include, as applicable:

- system and equipment specifications
- installation and configuration documentation
- operating and user manuals
- software and user access instructions
- technical documentation relevant to the principal system components
- maintenance and troubleshooting information
- applicable conformity declarations, certificates and related documentation
- details of relevant technical support and support contact arrangements.

All documentation shall be provided in English and in electronic format and shall be sufficiently detailed to enable BIM and authorised users to operate and support the system effectively.

The Tenderer shall identify the documentation and manuals that will be provided as part of the proposed solution.

2.2.9 Delivery, Installation, Configuration and Commissioning

The successful Tenderer shall be responsible for the delivery, complete installation, configuration, testing and commissioning of the proposed vision-based inspection system at the industry site in Killybegs, Co. Donegal.

Prior to delivery and installation, the successful Tenderer shall review the installation requirements for its proposed solution and coordinate with BIM and the Industry/Host Site to confirm the arrangements necessary for the effective installation and operation of the system.

The successful Tenderer shall:

- confirm the space, power, internet/connectivity and other site requirements necessary for the proposed system
- confirm the proposed system configuration, positioning and installation arrangements
- identify any site preparation, access or other activities required to be completed prior to delivery and installation
- provide BIM and the Industry/Host Site with all relevant site and installation requirements sufficiently in advance of installation
- coordinate the delivery and installation of the system with BIM and the Industry/Host Site, having regard to site access and the operational requirements of the facility
- deliver all Goods and associated components required for the proposed solution to the installation site
- undertake and oversee the complete installation and configuration of the vision-based inspection system in conjunction with BIM and industry partner
- provide and install all system-specific mounting arrangements, cabling, connectors, adapters, power supplies, networking or communications equipment and other ancillary components required to connect and operate the proposed system using the available site infrastructure and provide clear instructions in advance of installation regarding the final positioning and connection of the system within the commercial factory
- configure and optimise the hardware and software for operation within the relevant commercial pelagic processing environment
- establish and verify all required system connectivity, software access, data capture, data storage and data export functionality
- test the operation of the system and its principal hardware, software, imaging, connectivity and data-handling functionality
- verify that images and associated data are being captured, processed, stored, accessed and exported in accordance with the Requirements
- identify and rectify any defects, deficiencies, configuration issues or other technical issues arising during installation, testing and commissioning
- commission the system and demonstrate that it is fully operational and ready to support the feasibility study and associated data collection and analysis activities.

All costs associated with the delivery, installation, configuration, testing and commissioning of the Goods, including all system-specific equipment, components and resources necessary to complete these activities,

shall be included in the Tenderer's proposed solution and price. Clear guidance on electrical and connectivity requirements shall be communicated to BIM as part of tender application

The Tenderer shall describe its proposed approach to delivery, installation, configuration, testing and commissioning, including the principal activities to be undertaken, any site requirements or dependencies, and the information, access or inputs required from BIM and/or the Industry/Host Site.

2.2.10 Training and Knowledge Transfer

The successful Tenderer shall provide appropriate training and knowledge transfer to BIM and Industry/Host Site personnel to support the effective operation and use of the vision-based inspection system.

The training shall be provided to a minimum of four (4) trainees from BIM and/or the Industry/Host Site.

The training shall cover, as applicable:

- operation and use of the vision-based inspection system, associated equipment and software
- safe start-up, shut-down, cleaning procedures and routine operation of the system and its principal components
- image labelling and activities required to support the training and optimisation of the vision system
- access to, review and interrogation of images, data and system outputs
- generation and interpretation of relevant reports and analytical outputs
- routine inspection, basic maintenance and troubleshooting of the system
- practical demonstration of the replacement of user-replaceable parts or components, where applicable
- Any training requirements related to use of any AI agent or user platform software

The Tenderer shall propose an appropriate training programme and number of training sessions necessary to train the minimum number of trainees specified above and to achieve the required training outcomes. Training shall be provided on-site at the industry site in Killybegs, Co. Donegal, supplemented by remote training where appropriate. The Tenderer shall clearly identify the proposed on-site and remote training activities, the duration and format of each session, and the training materials and resources to be provided.

As a minimum outcome of the training, each trainee shall have sufficient knowledge and practical understanding to safely operate the system and its principal equipment, use the associated software, access and interrogate relevant images and data, undertake routine inspection and basic troubleshooting, and replace user-replaceable parts or components where applicable.

The successful Tenderer shall also provide post-training support and remote assistance and training to assist trainees with reasonable operational, software and user-related queries or issues arising during the feasibility study period. The Tenderer shall identify the scope of such support, the arrangements for accessing assistance, and any proposed on-site or remote support activities. Such support shall be included in the Tendered Price.

The Tenderer shall describe its proposed training and knowledge transfer arrangements, including the proposed programme, number and format of training sessions, duration of each session, training personnel/resources, the allocation of on-site and remote training activities, and arrangements for post-training support.

2.2.11 Warranty, Guarantee, Maintenance, Spare Parts and After-Sales Support

The Goods shall be suitable for continued use beyond the feasibility study period. The successful Tenderer shall provide appropriate warranty, maintenance, spare parts, repair and after-sales support arrangements to support the continued effective operation and useful life of the vision-based inspection system.

The successful Tenderer shall:

- provide a standard warranty covering the vision-based inspection system and all hardware and ancillary components supplied as part of the Goods, for a minimum period of 14 months commencing from acceptance of the Goods
- clearly state the duration of the standard warranty, the date from which it will commence, the scope of cover and any applicable exclusions or conditions, including the arrangements for the diagnosis, repair or replacement of defective Goods or components during the warranty period and any associated costs
- provide details and pricing for an enhanced/extended warranty option, including the additional period of cover available and the scope and conditions applicable to that cover
- identify any components, consumables or other elements of the Goods to which different warranty periods or conditions apply, provided that any such arrangements do not reduce the minimum standard warranty coverage required above
- provide details of any additional guarantee offered in respect of the Goods, clearly identifying the specific commitments, period and scope of the guarantee, how it differs from or supplements the standard warranty, and the circumstances in which any additional repair, replacement or other remedies would apply
- provide details of the anticipated useful life of the vision-based inspection system and its principal components, including any components anticipated to require replacement during that period
- identify all planned, preventative and routine maintenance necessary to support the continued effective operation of the system, including recommended maintenance intervals
- ensure that spare parts and replacement components necessary to maintain and repair the system remain available for a reasonable period following acceptance of the Goods and state the anticipated period of availability
- provide details of the arrangements for diagnosis, repair and replacement of defective or failed components, including the extent to which repairs can be undertaken on-site or remotely
- identify any specialist tools, software, access arrangements or supplier intervention required to diagnose, maintain or repair the system
- ensure, where technically feasible, that the design and configuration of the system facilitates the repair or replacement of individual components and does not unnecessarily require replacement of the complete system
- provide details of technical and after-sales support available following acceptance of the Goods, including the method for requesting support and any applicable response times or service levels
- identify any software, firmware or system updates required to maintain the effective and secure operation of the Goods and explain how such updates will be provided
- clearly identify any maintenance, spare parts, repairs, technical support, updates or other ongoing requirements not included in the Tendered Price and the basis on which any future charges would apply.

Tenderers are requested to provide a 14-month guarantee in respect of the Goods. The provision of such a guarantee is advantageous but is not a mandatory requirement. Where a Tenderer is unable to provide a 14-month guarantee, the Tenderer shall clearly state the guarantee period and arrangements, if any, that it is able to offer.

The Tenderer shall provide full details of its proposed standard and enhanced warranty arrangements, any additional guarantee, anticipated equipment lifespan, maintenance requirements, spare parts availability, repair arrangements and after-sales support, together with any applicable limitations, exclusions, dependencies and ongoing costs. The Tenderer shall clearly distinguish between the standard warranty included in the Tendered Price and any optional enhanced or extended warranty or additional guarantee.

2.2.12 Safety and Regulatory Compliance

The successful Tenderer shall ensure that the Goods and their installation, configuration, testing and commissioning comply with all applicable statutory, regulatory, health and safety requirements relevant to the equipment and its intended use within a commercial pelagic fish processing environment.

The successful Tenderer shall:

- ensure that the Goods are safe and suitable for their intended use
- comply with all applicable health and safety requirements during delivery, installation, testing and commissioning
- provide all applicable declarations of conformity, certifications and other compliance documentation required for the Goods
- comply with any applicable site-specific health, safety and operational requirements notified by BIM and/or the Industry/Host Site
- ensure that the Goods are suitable for use in moist seafood processing environments and are appropriately protected against damage during washdown and cleaning processes.

The Tenderer shall identify any specific safety, environmental or operational requirements necessary for the safe installation and operation of its proposed system.

2.2.13 Environmental Sustainability

The successful Tenderer shall have regard to environmental sustainability in the design, supply and ongoing use of the proposed vision-based inspection system.

The proposed solution shall, where applicable:

- support a reasonable operational lifespan and avoid unnecessary premature replacement of equipment
- facilitate the repair and replacement of individual components, where technically feasible
- support the continued availability and replacement of components and spare parts
- minimise waste and unnecessary disposal of equipment throughout its operational life.

The Tenderer shall describe the environmental sustainability characteristics of the proposed solution, including any relevant measures relating to durability, repairability, equipment lifespan and waste reduction.

2.2.14 Goods Deliverables

The successful Tenderer shall provide the following deliverables under the Goods Contract, in accordance with the requirements set out in Section 2.2:

Ref.	Deliverable	Description
G1	Complete Vision-Based Inspection System	The complete vision-based inspection system, including all hardware, cameras/imaging equipment, lighting, computing equipment, mounting and protective components, interfaces, connectivity equipment, cabling and other ancillary components necessary for the intended operation of the system.
G2	Software and Licences	All software, licences, subscriptions and associated user access necessary for the operation and use of the system for the required initial licence period, including the functionality required for image capture, processing, analysis, storage, retrieval and export.
G3	Delivery, Installation and Commissioning	Delivery, installation, configuration, testing and commissioning of the complete system at the industry site in Killybegs, Co. Donegal, including all system-specific

		installation components and demonstration that the system is operational and ready for the feasibility study.
G4	Training and Knowledge Transfer	Completion of the required training programme for the specified minimum number of trainees, together with the associated training materials and knowledge transfer necessary to support operation and use of the system.
G5	Documentation and Manuals	All required technical documentation, operating and user manuals, installation and configuration information, maintenance and troubleshooting instructions, applicable conformity documentation and relevant support information.
G6	Warranty, Guarantee and After-Sales Information	Details of the applicable warranty and guarantee arrangements, maintenance requirements, spare parts availability, repair and replacement arrangements, after-sales support and any associated ongoing requirements or costs.

The successful Tenderer shall provide all Goods deliverables complete and in a form suitable for their intended use. All equipment, software, licences, ancillary components, delivery, installation, commissioning, training and documentation necessary to provide the complete system shall be included in the Tendered Price.

The successful Tenderer shall provide the relevant documentation and information in electronic format, unless otherwise agreed with BIM.

2.2.15 Acceptance of the Goods

The Goods will be subject to inspection and acceptance by BIM following their delivery, installation, configuration, testing and commissioning at the industry site in Killybegs, Co. Donegal.

Acceptance will be subject to BIM being satisfied that:

- the complete vision-based inspection system has been supplied, installed and commissioned in accordance with the Requirements
- the system is fully operational and the required hardware, software, licences, connectivity and data functionality are in place
- BIM is able to access, retrieve and export project images and data in accordance with Section 2.2.7
- all required documentation has been provided
- any material defects or outstanding issues identified during testing and commissioning have been satisfactorily rectified.

The successful Tenderer shall demonstrate the operation of the system to BIM as part of the acceptance process.

Acceptance of the Goods shall not relieve the successful Tenderer of its obligations in respect of warranty, guarantee, maintenance or after-sales support.

2.3 Services Requirements

2.3.1 Feasibility Study

The successful Tenderer shall undertake a feasibility study to assess the application of the proposed vision-based inspection system under commercial pelagic processing conditions.

The feasibility study is anticipated to be undertaken over a period of approximately fourteen months, subject to any extensions of the Contract in accordance with paragraph 1.5 of the RFT, where required. Data collection and system operation shall take place during relevant commercial pelagic processing periods, as agreed with BIM and the Industry/Host Site. The study programme shall take account of the seasonal nature of pelagic processing and the need to collect representative operational data to support the feasibility study and Business Case.

The feasibility study shall use the images, data, analytical outputs and operational information generated through the deployment and operation of the system to assess its performance and suitability for the intended application.

The feasibility study shall include:

- assessment of the performance and effectiveness of the vision-based inspection system under commercial pelagic processing conditions
- analysis and interpretation of the images, data and information generated during operation of the system
- assessment of the system's capability to support the identification, classification and analytical requirements set out in this Appendix
- assessment of relevant technical, operational and capacity considerations
- identification of any limitations, constraints or dependencies identified during the study
- use of the findings to inform the definition of the requirements for a potential future optimised solution incorporating vision, software and robotic picking technologies for large-scale pelagic applications.

The Tenderer shall describe its proposed approach and methodology for undertaking the feasibility study, including how the images, data and operational findings generated through the system will be analysed and used to develop the required findings and recommendations.

2.3.1.2 Data Collection, Analysis and Feasibility Support

The successful Tenderer shall provide the technical and analytical services necessary to support the feasibility study and the collection, analysis and interpretation of representative data generated through the operation of the vision-based inspection system under commercial pelagic processing conditions.

The Services shall include, as applicable:

- working with BIM and the Industry/Host Site to support the collection of representative images, data and operational information during the feasibility study
- supporting image labelling, classification and other activities necessary to train, validate and optimise the vision system for the intended application
- analysing and interpreting the images, data and analytical outputs generated by the system, including information relating to species identification, by-catch, grading and fish condition
- assessing the system's ability to identify and differentiate relevant species, including Horse Mackerel/Scad, Atlantic mackerel, Blue whiting, Boarfish and associated by-catch species, and to generate information on species composition and by-catch ratios
- assessing the system's ability to identify and report relevant grading and condition characteristics, including damage indicators where applicable
- reviewing the quality, consistency and usefulness of the data and analytical outputs generated under varying operational conditions
- identifying and investigating relevant technical or analytical issues, limitations and opportunities for optimisation arising during the study
- providing appropriate on-site and remote technical and analytical support to BIM and the Industry/Host Site throughout the feasibility study period.

The successful Tenderer shall work collaboratively with BIM and the Industry/Host Site to review the data and findings generated during the study and to identify any further data collection, labelling, analysis or optimisation activities reasonably required to achieve the feasibility study objectives.

The Tenderer shall describe its proposed approach to data collection, analysis and interpretation, including the methods and resources to be used, the proposed arrangements for on-site and remote support, and how the findings will be reviewed and used to inform the feasibility study. Tenderers shall propose an appropriate

approach and resource allocation to achieve the required outcomes, clearly identifying the proposed number of engineer days for on-site/in-factory activities and remote assistance, together with the resources allocated to data analysis, feasibility study and Business Case development. The proposed resource allocation shall be included within the Tendered Price.

2.3.2 Business Case Development

The successful Tenderer shall develop a Business Case for a potential future holistic automated pelagic fish sorting solution, informed by the findings of the feasibility study and the representative operational data collected through the deployment of the vision-based inspection system.

The Business Case shall assess the technical, operational, financial and commercial feasibility of a potential integrated solution incorporating vision, software and robotic picking technologies for the identification and removal of targeted by-catch species and broken fish from commercial pelagic processing flows.

The Business Case shall include, as applicable:

- a summary of the feasibility study findings and the evidence used to inform the Business Case
- identification and assessment of suitable vision, software and robotic picking technology options for the proposed holistic solution including an assessment of the suitability of different robotic picking technologies, such as SCARA and delta robots, for the proposed application
- the proposed configuration and functional requirements of the integrated solution, including relevant interfaces and integration requirements
- assessment of the operational and processing-capacity requirements, including the implications of relevant fish volumes, line speeds, species composition, by-catch ratios and other operational characteristics identified during the study
- an assessment of the anticipated picking and removal capacity of the proposed holistic solution, including the expected proportion of targeted by-catch and broken fish that could be removed under relevant commercial operating conditions, together with the assumptions and limitations supporting that assessment
- identification of any further development, testing, validation or optimisation required before potential commercial implementation
- an assessment of the estimated capital expenditure (CAPEX) required to implement the proposed holistic solution, including the principal equipment, software, integration, installation and other relevant implementation costs under different by-catch picking scenarios e.g. by-catch ratios of 10%, 20%, 30%
- an assessment of the estimated operating expenditure (OPEX), including relevant software licensing, maintenance, support, consumables, staffing and other ongoing operational costs
- an assessment of the potential operational and commercial benefits of the proposed solution, including relevant efficiency, capacity, labour and processing considerations, where supported by the study findings
- an assessment of the financial and commercial viability of the proposed solution, including the relationship between estimated CAPEX, OPEX and anticipated operational benefits, and any relevant payback, return-on-investment or other economic indicators considered appropriate to support future investment decisions
- identification of the principal assumptions, dependencies, risks and uncertainties associated with the proposed solution and its estimated costs and benefits

- identification of the key success criteria and conditions necessary to support the potential commercial implementation of the proposed solution
- a recommended approach and next steps for progressing the potential future solution, including an indicative implementation programme and any further activities required to support future investment or procurement decisions.

The Business Case shall clearly distinguish between findings supported by the feasibility study, assumptions used in developing the proposed solution, and any matters requiring further investigation or validation. Estimated costs, benefits and anticipated performance shall be supported by an appropriate explanation of their basis and any relevant limitations.

The Tenderer shall describe its proposed methodology for developing the Business Case, including how the feasibility study findings and operational data will be used to assess technology options, develop the proposed holistic solution, estimate costs and benefits, and formulate practical recommendations for potential future implementation.

For the avoidance of doubt, the supply or implementation of any future commercial robotic sorting solution does not form part of this Competition.

2.3.3 Reporting and Future Solution Requirements and Business Case

The successful Tenderer shall prepare a feasibility study report and a separate Business Case setting out the findings, analysis, conclusions and recommendations arising from the study and the assessment of the potential future holistic solution.

Feasibility Study Report

The feasibility study report shall include, as applicable:

- a summary of the activities undertaken, the operational conditions considered and the data collected and analysed
- an assessment of the performance and effectiveness of the vision-based inspection system under commercial pelagic processing conditions
- the findings relating to species identification and differentiation, by-catch, grading and fish condition, including relevant analytical outputs and identified limitations
- an assessment of the technical, operational and capacity considerations relevant to the intended application
- identification of any constraints, dependencies, risks or further development requirements identified during the study
- conclusions and recommendations on the feasibility of the proposed application and the potential development of a future optimised solution incorporating both vision and robotic picking options.

Future Solution Requirements

The successful Tenderer shall use the findings of the feasibility study to define the requirements for a potential future optimised solution incorporating vision, software and robotic picking technologies for large-scale pelagic applications.

The definition of future solution requirements shall address, as applicable:

- the proposed functional and technical requirements of the future solution based on data and analysis of the vision-system feasibility study
- relevant operational and processing-capacity requirements

- the vision, software, data-processing and robotic picking capabilities required to support the intended application
- relevant integration, interface and compatibility considerations
- any further development, testing, validation or optimisation requirements
- relevant resource, implementation and operational considerations
- the recommended approach and next steps for progressing the potential future solution, including clearly outlined costs for implementing the combined vision-robotic solution.

Business Case Report

The Business Case report shall address the requirements set out in Section 2.3.2 and shall include, as applicable:

- a summary of the feasibility study findings and the supporting technical and operational evidence
- the proposed holistic vision, software and robotic picking solution, including the recommended technology options and configuration
- the anticipated performance, picking and removal capacity of the proposed solution, including relevant assumptions and limitations
- the estimated CAPEX required to implement the combined vision-robotic solution, including clearly outlined implementation costs
- the estimated OPEX and ongoing costs associated with the proposed solution
- an assessment of the financial and commercial viability of the proposed solution, including relevant costs, benefits and economic indicators
- the key success criteria, assumptions, dependencies and risks associated with potential commercial implementation
- the recommended approach, indicative implementation programme and next steps for progressing the potential future solution.

Presentation and Discussion

The successful Tenderer shall present the feasibility study findings and Business Case recommendations to BIM and key industry partners and provide an opportunity for discussion and clarification of the study outcomes, proposed solution and underlying assumptions.

Tenderer's Proposed Approach

The Tenderer shall describe its proposed approach to reporting, presentation of findings and definition of future solution requirements and Business Case development, including the proposed structure and content of the feasibility study report and Business Case, and how the study findings will be translated into practical recommendations and future solution requirements.

2.3.4 Services Deliverables

The successful Tenderer shall provide the following deliverables under the Services Contract, in accordance with the requirements set out in Section 2.3:

Ref.	Deliverable	Description
S1	Feasibility Study Data and Analytical Outputs	The images, data, analytical outputs and relevant operational information generated and analysed during the feasibility study, including the results of species identification, by-catch, grading and fish condition analysis, as applicable.

S2	Feasibility Study Report	A report setting out the activities undertaken, analysis, findings, assessment of system performance, limitations, conclusions and recommendations, in accordance with Section 2.3.3.
S3	Future Solution Requirements	A definition of the functional, technical, operational and capacity requirements for a potential future optimised solution incorporating vision, software and robotic picking technologies, including relevant integration considerations, further development requirements and recommended next steps.
S4	Business Case Report	A Business Case for the potential future holistic automated pelagic fish sorting solution, informed by the feasibility study findings and operational data, setting out the proposed vision, software and robotic picking solution, anticipated performance and capacity, estimated CAPEX and OPEX, financial and commercial viability, key success criteria and recommended next steps, in accordance with Sections 2.3.2 and 2.3.3.
S5	Presentation of Findings and Business Case	Presentation of the feasibility study findings, conclusions, recommendations and future solution requirements to BIM, including an opportunity for discussion and clarification. Presentation of the final Business Case report outlining CAPEX, OPEX and associated costs of implementing the proposed final vision-robotic solution to BIM and key industry partners.

The successful Tenderer shall provide the deliverables in electronic format and in a form that enables BIM to review, retain and use the information for the purposes of the project and any potential future development.

All images, data, analytical outputs and other information generated or produced in the course of the Services shall be made available to BIM in commonly accessible and transferable formats, without restrictions that would prevent BIM from retaining, accessing, using or sharing such information with third parties. BIM shall retain ownership of all project images, data and analytical outputs generated or produced under the Services.

3. Contract Management

The successful Tenderer shall be responsible for the effective planning, coordination and management of the Goods and Services required under this Competition.

The successful Tenderer shall appoint a suitably qualified and experienced Contract Manager who shall act as the principal point of contact for BIM. The Contract Manager shall be responsible for coordinating the Tenderer's personnel, subcontractors and other resources, managing communication with BIM and the Industry/Host Site, and ensuring that the Requirements are delivered in accordance with the agreed programme and applicable contractual requirements.

The successful Tenderer shall develop and maintain a coordinated delivery programme covering the supply, delivery, installation, configuration, testing and commissioning of the Goods, training, commencement and undertaking of the feasibility study, development of the Business Case, and completion of the Services. The programme shall identify the principal activities, milestones, dependencies and resources, including the arrangements necessary to ensure a clear transition from commissioning and training to the commencement of the feasibility study.

The successful Tenderer shall coordinate all on-site activities with BIM and the Industry/Host Site, having regard to site access, operational availability and the need to minimise unnecessary disruption to commercial processing operations.

The successful Tenderer shall monitor progress against the agreed programme, provide BIM with regular progress updates and maintain appropriate records of key decisions, agreed actions, issues and changes. Any actual or anticipated delays, risks or matters requiring BIM input shall be communicated promptly, together with proposed mitigation or corrective actions. Proposed changes to the agreed scope, programme or delivery arrangements shall be subject to BIM's approval where required under the applicable Contract.

The successful Tenderer shall coordinate the completion and handover of the Goods and Services, including submission of the required deliverables and resolution of outstanding matters.

The Tenderer shall describe its proposed contract management arrangements and submit a proposed delivery programme setting out the anticipated sequence and duration of the principal activities, the proposed Contract Manager and key personnel, communication and reporting arrangements, coordination with BIM and the Industry/Host Site, and arrangements for managing risks, dependencies and progress.

Appendix 2: Pricing Schedule

The Pricing Schedule to be completed by Tenderer.

Appendix 3: Tenderers Statement

The Tenderers Statement to be completed by Tenderers is contained in the Tender Response Document.

Appendix 4: Declaration as to Personal Circumstances

The Declaration as to Personal Circumstances to be completed by Tenderers is contained in the Tender Response Document.

Appendix 5A: Goods Contract

The Goods Contract forms part of the Request for tender and is contained in a separate document for review.

Appendix 5B: Services Contract

The Services Contract forms part of the Request for tender and is contained in a separate document for review.

Appendix 6: Confidentiality Agreement

The Confidentiality Agreement forms part of the Request for tender and is contained in a separate document for review.