



Tender Title:	Call for Tender for the Supply, Installation and Commissioning of a Wave Generating System for the BIM Sea Survival Pool
BIM Internal Reference:	2026-42
Date of Issue:	Friday, 18th September 2026
Clarification Period Closing Date:	12 noon (Irish Standard Time), 12th of October
Receipt of Tenders Deadline:	12 noon (Irish Standard Time), TBC 2nd of October

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1. Introduction

Bord Iascaigh Mhara (BIM), Ireland's Seafood Development Agency remit is 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 our coastal communities.

BIM's mission is to grow a thriving Irish seafood industry to deliver on the corporate strategy (Turning the Tide, 2022-2026). BIM will implement the mission through the four strategic priorities as follows:

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

Further information on BIM and its programmes is available at www.bim.ie

Invitation to tender

BIM wishes to invite tenders for a wave generating system for their Sea Survival Pool at the National Fisheries College in Greencastle, Co. Donegal, Ireland.

The primary purpose of this tender is to procure a comprehensive solution for the supply, integration, and commissioning of advanced wave generation system, to support realistic and controlled sea survival training within the training facility. The solution is intended to enhance the effectiveness of training programmes by providing high-quality, immersive wave conditions while ensuring operational efficiency, safety, and long-term reliability.

The scope will include equipment provision, engineering and technical integration, installation and commissioning, as well as user training to ensure successful implementation and sustained performance within an intensive training environment.

BIM estimates that the expenditure on the Goods to be covered by the proposed Goods Contract and any subsequent maintenance may amount to between €100,000 to €150,000 (excl. VAT) over the Term. However, Tenderers should note that this is a maximum figure, and should they wish to achieve a competitive advantage their bid should be priced accordingly.

BIM will permit the submission of variant tenders in addition to a compliant tender submission.

Any variant tender must:

- Be submitted alongside a fully compliant tender that meets all mandatory requirements of this Request for Tender.

- Clearly identify all aspects in which the variant differs from the compliant tender.
- Demonstrate how the variant meets or exceeds the Authority's requirements and objectives.
- Include full details of any technical, operational, commercial, or financial implications arising from the variant proposal.
- Not compromise compliance with any mandatory legal, regulatory, safety, security, or performance requirements specified in this competition.

The Contracting Authority reserves the right to evaluate and compare compliant tenders and variant tenders separately. Variant tenders will be assessed using the same award criteria and methodology as compliant tenders unless otherwise stated in this Request for Tender.

The Contracting Authority is under no obligation to accept a variant tender and may award the contract on the basis of either a compliant tender or a variant tender where it represents the most economically advantageous tender.

BIM does not bind itself to accept the lowest priced or any tender.

This Call for Tender (CFT) does not constitute an offer or commitment to enter into a contract.

No contractual rights in relation to BIM will exist unless, and until, a formal written contract has been executed by or on behalf of BIM.

Any notification of preferred bidder status by BIM will not give rise to any enforceable rights by the tenderer.

There is no guarantee made by BIM that services or goods contained in this CFT will be procured.

BIM may cancel this CFT at any time prior to a formal contract being executed by or on behalf of, BIM.

2. Scope of Tender

This is an Open CFT with any appropriately qualified vendors invited to respond.

Tenderers are requested to read instructions carefully for Phase 1, Phase 2, Phase 3 and Tender format as outlined below.

Tender responses will be evaluated in three phases:

Phase 1 – Selection Criteria

Please note tenderers will only proceed to the Phase 2 if they pass all of the criteria below.

Each of the criteria below are viewed as essential and if one or more of the criteria below is not met then the tender will be automatically eliminated.

This is a **pass/fail** phase, and no scoring will be attached to the results.

No.	Selection Criteria	Requirement
1.1	<u>Economic and Financial Standing</u> Annual Financial turnover of €250,000 over the past three (3) years evidenced by way of Accountant's / Auditor's letter.	Pass/Fail
1.2	<u>Satisfactory Insurances</u> Declaration that tenderers have or will be in a position to obtain all of the following insurances by the commencement of this contract: • Public liability insurance of not less than €6.5 million • Product liability insurance of not less than €6.5 million • Employer's liability of not less than €13 million A copy of these valid insurance certificates or insurance brokers letter is required prior to contract award. <i>Indemnity to Principal Clause must be included for Employers Liability Insurance and Public Liability Insurance and the territorial limits and jurisdiction of insurance policies include the Republic of Ireland.</i> Equivalent Insurance Arrangements for Overseas Tenderers Tenderers established outside Ireland may provide evidence of equivalent insurance arrangements where the insurance cover specified in this Request for Tender is not legally required or not available in their jurisdiction. Such Tenderers will not be excluded solely on this basis, provided they can demonstrate that they maintain alternative arrangements offering an equivalent level of protection against the relevant contractual risks	Pass/Fail
1.3	<u>Experience</u> Provide comprehensive details including tenderer name and a description of expertise provided for two (2) previous projects of a similar nature, scale and complexity carried out over the last 5 years (including, where applicable, by which subcontracting parties or members of a consortium). Relevant references must be made available upon request.	Pass/Fail

Please note that when submitting a response to the criteria above it is sufficient for tenderers to **declare** that they have the relevant capacity. BIM will seek **verification and evidence** of such capacity only in the event of a tenderer being considered for the award of the contract. The declaration should clearly and unambiguously indicate the tenderers ability to meet each of the BIM requirements above.

Phase 2 – Award Criteria

This phase is concerned with the technical ability to fulfil the conditions of the tender.

Please note tenderers will only proceed to Phase 3, if they obtain 60% or more of the available marks for the applicable criteria below. If less than 60% is obtained in any of the criteria, tenderers will be eliminated.

Tender responses will be evaluated on the following criteria:

No.	Award Criteria	Maximum marks available	Minimum marks required (60%)
2.1	<u>Technical Capacity</u> Tenderers are requested to clearly demonstrate that they have the professional capacity, technical experience and capability to fulfil the tender requirements as set out in <i>Section 4 Product/Service Specification</i> below.	1,500	900
2.2	<u>Proposed Project Plan</u> This should comprehensively address the requirements of this tender as set out in <i>Section 4 Product/Service Specification</i> below including a brief strategy outline and separate project plan for completing the work, proposals should also include any review meetings with BIM including frequency and who will attend. Any assumptions should be clearly stated.	2,000	1,200
2.3	<u>Warranty and proposed after sales support</u> Outline the duration and scope of warranties offered. Outline after sales (and after warranty) technical support package offered including service level agreements. Availability of on-site maintenance/repair services in Ireland should be outlined.	500	300
2.4	<u>Installation and Training</u> Full installation and commissioning support is required for the installation, trial, and calibration of the system. Include any training offered for operation of the of the equipment.	1,000	600
2.5	<u>Environmental Responsibility</u> Evidence of Corporate Social Responsibility Policy, if no policy is available, please provide details of what steps you will take to ensure the work if carried out in a socially responsible way. This may include topics such as: - Energy consumption - Consumables demand and whether these are plastics based	500	NA

No.	Award Criteria	Maximum marks available	Minimum marks required (60%)
	- Disposal of products at end of life		
2.6	<u>Corporate Social Responsibility</u> Evidence of Corporate Social Responsibility Policy, if no policy is available, please provide details of what steps you will take to ensure the work if carried out in a socially responsible way.	500	NA
TOTAL		6,000	N/A

Scoring methodology marks for Phase 2 will be allocated as follows:

Weighting	Meaning
91% to 100%	Excellent response with very few or no weaknesses exceeds requirements, and provides comprehensive, detailed, and convincing assurance that the Tenderer will deliver to an excellent standard.
80% to 90%	A very good response that demonstrates real understanding and fully meets the requirements and assurance that the Tenderer will deliver to a high standard.
70% to 79%	A good response which demonstrates a satisfactory understanding of requirements and gives acceptable assurance of delivery to an adequate standard.
60% to 69%	A reasonable response which demonstrates some understanding of requirements and gives reasonable assurance of delivery to an adequate standard but does not provide sufficiently convincing assurance to award a higher mark.
30% to 59%	A response where reservations exist. Lacks full credibility/convincing detail, and there is a significant risk that the response will not be successful.
1% to 29%	A response where serious reservations exist. This may be because, for example, insufficient detail is provided, and the response has fundamental flaws, or is seriously inadequate or seriously lack credibility with a high risk of non-delivery.
0%	Response completely fails to address the criterion under consideration.

Phase 3

Tenderers who achieved 60% or more in the applicable criteria in Phase 2 will proceed to this phase. Marks from Phases 2 and 3 will be added together and this will be the final mark.

Tender responses will be evaluated on the following criteria in Phase 3:

No.	Award Criteria	Max Marks Available
3.1	<u>Pricing</u> Complete Annex 2 Form of Tender.	4,000

	A total of 4,000 marks are available in this phase. The lowest total price of all tenders that qualify for Phase 3 will be awarded full marks for this criterion. Other tenders will be assessed relative to the lowest priced tender using the following formula: $\frac{\text{Lowest Price}}{\text{Tendered Price}} \times 4,000 = \text{Number of Marks}$	
	TOTAL	4,000

3. Tender Format

Tenders should be presented in the format and order laid out above under Section 2 Scope of Tender. Each of the sections should be clearly and separately marked and addressed in the order above.

Please complete Annex 5 - Tender Response Document (TRD) provided with this tender and complete all sections ensuring to follow all instructions. The TRD will include also include Annex 2 & 3 below.

Tenderers may be requested to attend a clarification meeting, if required.

4. Product/Service Specification

BIM requires a wave generating system for their Sea Survival Pool in Greencastle, Co. Donegal, Ireland

Timeframe

It is anticipated that the installation and commissioning of the wave generator will be completed prior to the beginning of December 2026.

General

The Contractor shall provide a complete wave generation system suitable for use in controlled training environments, specifically for sea survival and safety training applications. The system must be capable of generating realistic and repeatable wave conditions to enhance training effectiveness and immersion.

The solution shall be designed for intensive, ongoing operational use and must demonstrate high levels of reliability, safety, and energy efficiency. The system shall be suitable for installation within an **existing 12m x 6m training pool which has 0.4m freeboard** and must be designed to minimise maintenance requirements while ensuring long service life.

Deliverables

The Contractor shall supply a fully integrated solution including, but not limited to, the following:

- Wave generation equipment including all necessary components for operation
- Associated control systems and power supply (corded and/or battery-based solutions may be proposed)
- Engineering design and technical integration support
- Installation and commissioning services
- Testing and system start-up
- Documentation, including operation and maintenance manuals
- Any ancillary equipment required for safe and effective operation

The Contractor shall ensure that the delivered system is fit for purpose and capable of meeting the operational demands of a professional training environment.

Installation

The Contractor shall be responsible for the installation and commissioning of the system, including:

- Integration of the wave generation system within the training pool environment
- Provision of all necessary anchoring, mounting, or stabilisation arrangements
- Coordination with the Client regarding site readiness, infrastructure requirements, and access
- System commissioning, including functional testing and performance verification

The installation shall be designed to minimise disruption and enable efficient deployment. All works must comply with relevant safety standards and applicable regulations.

Training

The Contractor shall provide comprehensive training to designated Client personnel, covering:

- System operation and control
- Routine maintenance procedures
- Health and safety considerations
- Troubleshooting and basic fault resolution

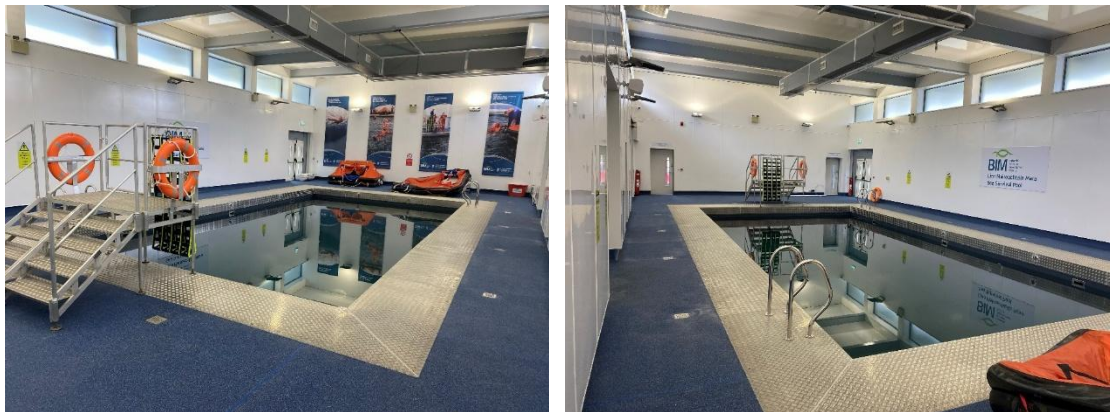
Training shall ensure that personnel are competent to operate and maintain the system safely and efficiently in a high-usage training environment.

Warranty and Support

The Contractor shall provide a warranty covering the supplied equipment and associated components for a minimum period of two (2) years from the date of commissioning. The warranty shall include:

- Repair or replacement of defective components
- Access to technical support services
- Availability of spare parts

The proposed solution should be designed to deliver long-term reliability with minimal maintenance requirements and optimised lifecycle costs.



5. Site visit

BIM will facilitate an inspection visit of the National Fisheries College, Greencastle. Co. Donegal. This is not a mandatory requirement, however, interested parties are encouraged to avail of this opportunity.

All site visits must be completed by Friday, TBC. Tenderers wishing to make an appointment to attend a site visit on or before the above date must confirm their attendance by contacting garvan.meehan@bim.ie in advance.

Attendance will be subject to compliance with local security and health and safety arrangements.

Site visit dates	From: Monday, 20 th July 2026
	To: Friday, 24 th July 2026
Return of notification to attend site visit form	12 noon (Irish Standard Time), Tuesday, 14 th July 2026
BIM will thereafter confirm your site visit appointment through the contact person listed on the Site Visit Request Form, which can be found in Annex 6 below.	

6. Contract Timeframe

Any contract that may result from this Competition (the “Services Contract”) shall remain in place for a period of twelve (12) months (the “Term”). BIM reserves the right to extend the

Term for a period or periods of up to twelve (12) months with a maximum of three (3) such extension or extensions on the same terms and conditions, subject to the BIM's obligations at law.

7. Currency

Prices must be in euros (€) and be completed to two decimal places.

8. Validity of Tender

The tenderer agrees that their tender will remain open for acceptance for a minimum of 180 calendar days from the closing date for submission of tenders.

9. Cost of Tendering

Tenderers will bear all costs associated with the preparation and submission of their tenders and BIM will not be responsible or liable for any costs or expenses regardless of the conduct or outcome of the tender process.

10. Contract Terms and Tender Documents

The tender documents issued will comprise the CFT (this document) and Annexes thereto including the Form of Tender at Annex 2 and the contract included in Annex 4. All documents issued and information given to the tenderer will be treated as confidential.

Tenderers will not release details of the tender documents other than on an "in confidence" basis to those who have a legitimate need to know or whom they need to consult for the purpose of preparing their Tenders.

11. Contract Notice

Each tenderer's acceptance of delivery of this CFT constitutes its agreement to, and acceptance of, the terms set forth in the CFT and of the contract attached at Annex 4.

12. Extension of Tender Period

BIM reserves the right, at its sole discretion, to extend the closing date for receipt by giving notice in writing to all tenderers before the original closing date.

13. Tax Clearance Certificate

Tenderers being awarded a public contract must have tax clearance. Applications for Tax Clearance Certificates can be made online and can be accessed at www.revenue.ie/en/starting-a-business/tax-clearance/index.aspx

BIM will verify the tax clearance status of vendors online before making payment.

Professional services will be subject to Irish 'Professional Services Withholding Tax' at the prevailing rate (currently at 20%) as laid down by the Revenue Commissioners in Ireland. Withholding tax, if applicable, will be deducted by BIM prior to payment to the contractor.

14. Notice from BIM

BIM may (up to three (3) working days prior to the deadline for receipt of tenders) issue a notice to all tenderers, deleting, varying or extending any item in these documents. Any such notice will then become one of the tender documents and will be treated as such by the tenderer.

15. General Data Protection Regulations/Freedom of Information

Please note that BIM will use personal information in line with the General Data Protection Regulation ("GDPR"), the Data Protection Acts 2003 – 2018 and the Freedom of Information (FOI) Act 2014. Please see BIM's Privacy Statement / Data Protection Policy for further details on the use of information. All tenderers are required to implement appropriate technical and organisational measures (in particular those required under the GDPR) to ensure a level of security appropriate to the risk to the security of Personal Data they process.

16. Standstill Period

Standstill period not applicable to this below EU threshold level tender.

17. Tenderer's Queries and Clarification Requests

Any queries arising from the tender documents or the Instructions to Tenderers or information provided to tenderers must be raised through the messaging facility at www.etenders.gov.ie not later than five (5) working days before the closing date for receipt of tenders.

18. Electronic Submissions

BIM will only accept responses electronically via the eTenders website www.etenders.gov.ie. For comprehensive details on the eTenders post-box policy, please refer to **Annex 1**.

19. Expressions of Interest

All parties that wish to be kept informed of any clarifications and/or additional information regarding this tender should register their interest by registering on-line with eTenders (eTenders has been developed by the Department of Finance and is designed to help

Interested parties/Tenderers find notices on government and public sector procurement across Ireland): www.etenders.gov.ie

20. Closing Date for Tender Responses

All tenders must be:

- Received prior to **12:00 noon (Irish Standard Time) on Friday, 7th August 2026.**
- Submitted using the via the eTenders post-box at www.etenders.gov.ie

For further information in using the Irish Government's eTenders post-box please refer to **Annex 1.**

Please note that non-conformance with these requirements will result in elimination.

Please note that any information submitted may be subject to the Freedom of Information Act, 2014.

Annex 1 – BIM eTenders Post-Box Policy

A User Guide to eTenders and instructions on submitting a response through the eTenders Post-box may be found here www.etenders.gov.ie/system-user-guides

Please note:

The onus is on the tenderer to ensure that the tender reaches eTenders on time. It is not advisable to wait until the last moment to upload documents in case of internet connection difficulties or other technical problems. Neither BIM or eTenders take responsibility for documents which do not reach BIM by the due deadline, for any reason.

Annex 2 - Form of Tender

I/We have reviewed the *Call for Tender for Supply & Installation of a Wave Generating System for the BIM Sea Survival Pool* and do hereby offer to provide the products or services set out therein, as may be required by BIM, in exchange for the following pricing, which is inclusive of all expenses and exclusive of VAT:

Item	Proposed Costs (excl. VAT) (€)	VAT rate for information purposes only (%)
Wave Generator Unit		
Installation Costs		
Delivery		
Commissioning Fees		
Training (if required)		
Maintenance fees / call-out charges		
TOTAL		

Pricing above is to be quoted in Euro (€), inclusive of all expenses and exclusive of VAT. Any travel costs should be included in the charges above and should not be costed separately.

If awarded this contract, the tenderer accepts the terms of the *Supply & Installation of a Wave Generating System for the BIM Sea Survival Pool* BIM 2026-24 Contract.

The tenderer agrees to keep this offer open for acceptance by BIM for a period of 180 days from the deadline date for receipt of Tenders.

The tenderer has read and confirms its acceptance of the Instructions to Tenders.

The tenderer agrees to treat the details of this offer, together with any subsequent correspondence or contract, as private and confidential.

The tenderer acknowledges that BIM will not be responsible for any costs incurred by in the preparation of its tender or any associated work effort, howsoever arising.

The tenderer acknowledges that the essence of the public procurement process is that BIM will receive bona fide competitive tenders from all tenderers. In recognition of this principle, the tenderer certifies that this is a bona fide tender, intended to be competitive, and that it has not fixed or adjusted the amount of the tender by or under or in accordance with any agreement or arrangement with any other tenderer.

The tenderer is aware of the prohibitions contained in Article 101 of the Treaty on the Functioning of the European Union (TFEU) and the Competition Act 2002.

Dated this _____ day of _____ 2026

Signature: _____

Print Name:	
Company Name: (if applicable)	
Address:	
Telephone Number:	
Mobile Number:	
Email:	

This Annex is also provided in the Tender Response Document in Section C. Please refer to Section 3 – Tender Format on how your tender should be presented.

Annex 3 – Previous Contracts/Projects

Contract/Project Client name:	
Details of services provided:	
Contract/ Project period:	
Estimated value of Contract/ Project:	
Describe how this Contract/Project is comparable to the services required under this tender	
Clients contact details:	

Please repeat the above table two (2) times.

This Annex is also provided in the Tender Response Document in Section B. Please refer to Section 3 – Tender Format on how your tender should be presented.

Annex 4 – Draft Contract

Attached separately.

Annex 5 – Tender Response Document

Please refer to '**Annex 5 – Tender Response Document (TRD)**' document attached to this Call for Tender which is available for downloading.

All tender responses should commence with the TRD document followed by any further supporting documentation which should be explicitly referenced and linked to the requirement being addressed.

Note:

Tenderers must follow the format of this Request for Tender (RFT) as outlined in Section 3 - Tender Format.

Please also ensure to address each of the selection and award criteria as outlined in Section 2 – Scope of Tender.



Request to attend Optional Site Visit by appointment for the:

**Supply, Installation and Commissioning of a
Wave Generating System for the BIM Sea Survival Pool
Reference: 2026-24**

Site Visit Details	
Date for Visit*:	Monday, 20 th July 2026 to Friday, 24 th July 2026
Meeting Point:	NFCI Greencastle, Eleven Ballyboes, Greencastle, Co. Donegal, F93 PX32
Commences at:	Meeting times to be confirmed by appointment only
Point of Contact:	Garvan Meehan (garvan.meehan@bim.ie)

** Timings/dates may change depending on Government or client Health and Safety restrictions.*

Individual(s) attending Site Visit(s): Maximum two (2) persons per Tenderer:

	Name	Position	Contact Mobile No.	Car Registration
1.				
2.				

Standard Tenderer information	
Registered name of Tenderer	
Registered company address	
Company contact telephone number	
Company contact email address	

Please complete and return via eTenders messaging facility no later than Tuesday, 14th July 2026 at 12 noon (Irish Standard Time).