



Tender Title:	Call for Tender for the Supply of an Automated Plankton Identification System using Imaging Flow Cytometry
BIM Internal Reference:	2026-38
Date of Issue:	Friday, 2nd October 2026
Clarification Period Closing Date:	12 noon (Irish Standard Time), Tuesday, 20th October 2026
Receipt of Tenders Deadline:	12 noon (Irish Standard Time), Tuesday, 27th October 2026

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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 the supply of an AI-enabled imaging flow cytometer, together with all associated equipment, components, software, licences, accessories, delivery, installation, commissioning, training, warranty, maintenance and support services required for its operation.

The primary purpose of this tender is the automated identification of plankton and the analysis and characterisation of particulate matter in freshwater and marine samples, as further detailed in Section 4 of this CFT.

The estimated value of the Contract is €210,000 excluding VAT, inclusive of any optional extension periods.

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> Minimum Annual Financial turnover for € 420,000 in each of the last three 3) financial years for which accounts are available.	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 € 2,600,000 • Products Liability insurance of not less than € 3,000,000 • Employer's liability of not less than € 13,000,000 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>	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).	Pass/Fail

No.	Selection Criteria	Requirement
	Relevant references must be made available upon request.	
1.4	<u>Technical Resources and Delivery Capacity</u> Provide details of the technical resources, personnel and delivery arrangements available to perform the Goods Contract, including installation, commissioning, training and ongoing support	Pass/Fail
1.5	<u>Quality Assurance and Compliance</u> Provide details of the quality-assurance and product-compliance arrangements relevant to the Goods, including applicable certificates, standards and/or equivalent quality-control measures.	Pass/Fail
1.6	<u>Technical Descriptions and Supporting Documentation</u> Confirm that relevant technical descriptions, specifications, product literature, test reports and/or certificates for the proposed Goods can be provided 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.

Note for 1.3 Criterion: For the purposes of this requirement, comparable contracts may include the supply of comparable specialist scientific, laboratory, analytical or imaging equipment involving comparable technical complexity, together with associated installation, commissioning, training and/or support services.

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>Equipment Technical Capacity</u> Tenderers are requested to clearly demonstrate technical capacity of their equipment and its capability to fulfil the tender requirements as set out in Section 4 of this CFT. Attributes include, but are not limited to • Image quality and sensitivity • Through put and acquisition speed • Analytical software capabilities • Minimum and maximum sample volumes	2,500	1,500
2.2	<u>Warranty and proposed after sales support</u> Tenderers are requested to outline the duration and scope of warranties offered. This must include, but is not limited to: • An outline of the after-sales (and after-warranty) technical support package offered, including service level agreements. • The availability of on-site maintenance/repair services in Ireland. • An outline of the proposed preventative maintenance arrangements, including the frequency and scope of planned maintenance. • The anticipated operational lifespan of the equipment and the availability of spare parts.	1,000	600
2.3	<u>Delivery, Installation and Commissioning</u> Tenderers are required to describe their proposed approach to delivery, installation and commissioning, including a project plan setting out the key activities, milestones and timescales. Tenderers should confirm their proposed delivery date in accordance with the delivery requirements set out in Section 4 of this CFT.	1,000	600
2.4	<u>Training</u> Tenderers are required to describe the proposed training programme for BIM personnel, including the training arrangements, content and duration, and how the training will ensure that personnel are appropriately equipped to operate and maintain the equipment and associated software in accordance with the requirements set out in Section 4 of this CFT.	500	300

No.	Award Criteria	Maximum marks available	Minimum marks required (60%)
2.5	<u>Environmental Responsibility</u> Tenderers are requested to address the following environmental considerations in relation to the proposed Goods: • Energy consumption • Lifecycle costing • Anticipated lifespan • Minimum performance requirements (e.g. energy efficiency levels). • Consumables demand and whether these are plastics-based. • Environmental standards. • Performance above minimum specified levels with KPIs • Added-value environmental characteristics or proposals. • Disposal of products at end of life. Tenderers should provide relevant supporting information and quantitative data where available.	500	300
2.6	<u>Corporate Social Responsibility</u> Tenderers are requested to address the following Corporate Social Responsibility considerations relevant to the performance of the Contract: • Ethically sourced goods • Use of organisations supporting disabled or disadvantaged persons • Corporate Social Responsibility Policy	500	300
Total		6,000	

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.

Weighting	Meaning
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	Pricing Complete Annex 2 Form of Tender and the Pricing Schedule 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: $\frac{\text{Lowest Price}}{\text{Tendered Price}} \times 4,000 = \text{Number of Marks}$	4,000
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 Specification

4.1 Background to the Requirement

The primary purpose of this tender is the supply of an AI enabled flow imaging cytometer device capable of recognising and categorising sub visible particles in fresh and salt waters.

The imaging flow cytometer will be used for the analysis and characterization of particulate matter, including appropriately sized phytoplankton and zooplankton, and must provide robust, high-resolution imaging and analytical capabilities across a broad range of sample types.

4.2. Specification of Requirements.

4.2.1 General Product Requirements

BIM requires the supply of an automated plankton identification system using imaging flow cytometry, together with all associated equipment, components and software necessary to meet the requirements set out in this Section.

The proposed instrument shall meet the following general requirements:

- Combine flow cytometry principles with high-resolution digital imaging.
- Acquire images of individual particles in suspension while simultaneously collecting morphometric data.
- Operate on liquid samples with minimal sample preparation.
- Generate quantitative and image-based data for taxonomic and particle classification.
- Be suitable for environmental monitoring, harmful algal bloom investigations, aquaculture, and water quality research.

4.2.2 Technical Requirements

4.2.2.1. Particle Detection and Measurement

The proposed system shall provide particle detection and measurement capabilities suitable for the intended analysis and characterisation of particulate matter in freshwater and marine samples.

The system shall have:

- Particle size measurement range of 4 µm to at least 1 mm.
- Capability to measure particle concentration, abundance, size distribution, and biovolume.
- Ability to analyse both biological and non-biological particles.
- Automatic extraction of a minimum of morphological parameters per particle. These must be described in the tender response.

4.2.2.2 Imaging System

The proposed imaging system shall provide the image acquisition and optical capabilities necessary to support the intended analysis and characterisation of particles.

The imaging system must include:

- High-resolution colour digital camera.
- Real-time image acquisition.

Commented [NM1]: Please confirm the required particle size range, as the draft documentation refers to both 4 µm to 300 µm and 4 µm to at least 1 mm. The requirement should be consistent throughout the tender documents.

Commented [GR2R1]: It should be 4 micron to 1mm

- Automatic focusing capability.
- Interchangeable objective lenses as required to enable size ranges of 4 µm to at least 1 mm.

The optical configuration and field of view should be appropriately matched and optimized to the objective lens magnification to ensure accurate image capture and analysis across the specified size range.

4.2.2.3 Flow Cell and Sample Handling

The proposed system shall provide flow-cell and sample-handling capabilities suitable for the analysis of freshwater, marine and brackish water samples.

The system must include:

- Interchangeable flow cells optimized for different organism size classes.
- Adjustable flow rates.
- Sample throughput must be detailed
- Minimum sample volume of not more than 100 µL
- Compatibility with fresh, marine, and brackish water samples.

Analysis must be performed on particles suspended in their native solvents without requiring modification of the sample matrix. The instrument must therefore be suitable for operation across a wide salinity range, from freshwater (0 ppt) through to full-strength marine waters (34 ppt).

4.2.2.4 Data Analysis Software

The proposed system shall include the software necessary for the acquisition, analysis, management and reporting of data generated by the equipment.

The software shall:

- Automatically catalogue all particle images.
- Allow machine-learning or AI-assisted classification.
- Permit user-defined libraries of phytoplankton and zooplankton species.
- An ability to export into various formats such as csv and xlsx.

All images acquired by the system must be captured in colour. The accompanying software must provide a user-friendly data management environment that stores images and associated analytical results in a searchable format. The system must be capable of cataloguing findings and enabling efficient querying, filtering, and retrieval of data across individual samples or across multiple datasets.

All software required for the operation of the instrument and for data acquisition, analysis, storage, and reporting must be included in the tendered solution. Any software licences, subscription costs, maintenance fees, and updates required for the full functionality of the system must be clearly specified and included in the submitted pricing.

Commented [NM3]: Please clarify the minimum sample volume requirement, as the current wording "Minimum sample volume not of 100 µL" appears incomplete. Please confirm whether a specific minimum or maximum sample volume is intended.

Commented [GR4R3]: Not more than 100 micro litres

4.2.2.5 Taxonomic Classification

The proposed software shall support the identification and classification of the relevant biological and non-biological particles for the intended applications.

The software must support identification and classification of:

- Phytoplankton.
- Nuisance species in freshwater and marine environments
- Zooplankton.
- Detrital material.
- Inorganic suspended particles.
- Microplastics and anthropogenic debris where morphology permits.

4.2.2.6 Fluorescence Capability

It is desirable that the proposed equipment provide fluorescence capabilities to support particle detection, analysis and classification.

The system may include:

- Laser-triggered particle detection.
- Fluorescence analysis for discrimination of photosynthetic organisms from non-living particles.
- Detection of chlorophyll autofluorescence.
- Capability for multi-channel fluorescence analysis where available.

4.2.3 Software Licences and Subscriptions

The Goods shall include all software, licences and subscriptions required for the operation and use of the automated plankton identification system in accordance with the requirements of this Section.

The Tenderer shall provide the required software licences and subscriptions for the initial twenty-four (24) month Contract period, including all necessary software functionality, updates and associated application support required to operate the system.

The software licences shall accommodate a minimum of 2 users, as confirmed by BIM. The Tenderer shall clearly identify the proposed licensing model, including whether licences are perpetual, subscription-based or otherwise, the number of users and/or concurrent users included, and any applicable limitations or restrictions.

The Tenderer shall also provide fixed annual prices for the renewal or continuation of all required software licences, subscriptions and associated support during each of the two optional twelve (12) month extension periods. These prices shall be provided separately in the Pricing Schedule.

4.2.4 Warranty, Maintenance and After-Sales Support

The successful Tenderer shall provide warranty, maintenance and after-sales support arrangements for the proposed Goods, including the associated software, as further detailed

Commented [JG5]: What about freshwater?

Commented [NM6]: The wording has been amended to refer specifically to the software, as the identification and classification functionality appears to relate to the system's analytical software. Please confirm that this reflects the intended requirement, as the original reference to the "system" could give rise to clarification requests from Tenderers.

Commented [NM7]: Please confirm that fluorescence capability is intended to be a mandatory requirement. The draft documentation refers to fluorescence-triggered detection and analysis as a requirement in one section, while listing fluorescence capabilities as non-essential in another. The wording has been amended on the assumption that fluorescence is mandatory. Please confirm whether all of the above features are required or whether any should remain non-essential.

Commented [GR8R7]: Fluorescence is non essential but desirable. We are retaining fluorescence capability as it is highly desirable but by being essential, it may result in the elimination of some tenderers that otherwise would meet our requirements.

Commented [NM9]: Please confirm the number of software users and/or concurrent licences required for the initial 24-month Contract period. Please also confirm whether additional users or licences may be required during the optional extension periods.

Commented [GR10R9]: 2 users

below. The maintenance and after-sales support arrangements shall be provided for an initial period of twenty-four (24) months, with the option to extend for two (2) further periods of twelve (12) months each, up to a maximum total duration of forty-eight (48) months. The equipment warranty shall be subject to the separate minimum requirements set out below.

The maintenance and after-sales support arrangements required for the initial twenty-four (24) month Contract period shall be included in the fixed fee for the Core Goods in the Pricing Schedule. Fixed annual prices for the continuation of the required arrangements during the optional extension periods shall be provided separately in the Pricing Schedule.

4.2.4.1 Warranty

The Goods shall be supplied with a minimum warranty period of twelve (12) months, commencing from the date of final acceptance by BIM.

Tenderers shall outline the duration and scope of warranties offered, including any exclusions, limitations or conditions. Any enhanced warranty arrangements offered above the minimum requirement should be clearly identified.

4.2.4.2 Planned Preventative Maintenance

Tenderers shall detail the proposed preventative maintenance programme recommended for the equipment, taking account of the manufacturer's recommendations and the intended operating conditions.

The response shall identify the frequency and scope of planned maintenance, the activities to be undertaken, and any associated consumables or replacement parts.

Tenderers shall clearly identify which preventative maintenance activities are included in the proposed maintenance and after-sales support arrangements and any activities that would be subject to additional charges.

4.2.4.3 Reactive maintenance, repairs and restoration

Tenderers shall describe the arrangements for reactive maintenance, fault diagnosis and repairs, including the process for reporting faults, the availability of remote and onsite support, and the proposed response and repair times.

The response shall identify how different categories of faults will be prioritised and managed, including faults that prevent the equipment from operating. Tenderers shall also provide estimated restoration times for such faults, taking account of the availability and anticipated lead times of any replacement parts required.

The availability of onsite maintenance and repair on the West Coast of Ireland must be detailed.

As a minimum, the successful Tenderer shall provide the following service levels for faults affecting the operation of the equipment:

Commented [NM11]: A minimum warranty period of twelve (12) months, commencing from final acceptance by BIM, is proposed. This has been separated from the duration of the maintenance and after-sales support arrangements to distinguish the equipment warranty from the ongoing support obligations. Please confirm whether the proposed minimum warranty period is appropriate based on the market engagement undertaken.

Commented [GR12R11]: That is fine

Commented [NM13]: BIM to provide details of the exact location where the equipment will be installed and where onsite maintenance and repair services will be required.

Commented [GR14R13]: For the purposes of assessment. We can assume the equipment will be located on Ireland's west coast. Eg Galway or Cork. We will have a discussion and revert.

Commented [NM15]: We have proposed minimum service levels for acknowledgement of faults and for initial remote technical assessment and commencement of fault diagnosis. Tenderers would also be required to provide proposed onsite response and estimated restoration times, taking account of the specialist nature of the equipment and spare-parts availability. Please confirm whether these minimum service levels are appropriate based on BIM's operational requirements and the market engagement undertaken. In particular, please advise whether BIM requires a defined maximum restoration period for critical faults, or whether the proposed approach of requiring Tenderers to commit to their stated restoration arrangements is considered sufficient.

Commented [GR16R15]: Given that most (all suppliers) are international. I think the above approach is most practical.

- Acknowledgement of a reported fault within two (2) working day.
- Initial remote technical assessment and commencement of fault diagnosis within three (3) working days of the fault being reported.
- Where the fault cannot be resolved remotely, the successful Tenderer shall provide BIM with a proposed course of action, including the anticipated arrangements for onsite attendance, any replacement parts required and an estimated restoration timeframe.

Tenderers shall state their proposed response times for onsite attendance and estimated restoration times for different categories of faults, including faults that prevent the equipment from operating. Where restoration is dependent on the availability of replacement parts, Tenderers shall identify the anticipated lead times and explain how these will be managed to minimise disruption to BIM's operations.

4.2.4.4. Software and application support

The maintenance and after-sales support arrangements shall cover both the equipment and the associated software required for its operation.

Tenderers shall describe the support available for software faults, errors, malfunctions and other issues affecting the operation or functionality of the system, including fault diagnosis, troubleshooting, corrective actions and the provision of software updates or fixes, where applicable.

Tenderers shall also outline the application support available to BIM personnel, including assistance with equipment and software operation, data acquisition, analysis and reporting, and queries or issues arising during normal use that are not addressed through the initial training.

The response shall identify the support channels, availability, response times and any limitations or exclusions applicable to the proposed software and application support arrangements.

4.2.4.5 Spare Parts and Operational Lifespan

Tenderers shall outline the anticipated operational lifespan of the equipment and the assumptions on which this is based.

Tenderers shall identify the spare parts most likely to require replacement, their anticipated replacement frequency and the period for which spare parts are expected to remain available. Tenderers shall provide a price list for high and low dependency replacement parts, as further detailed in the Pricing Schedule.

4.2.4.6. Additional support and rate card

Tenderers shall clearly identify the maintenance, technical support and application support activities included in the proposed arrangements, together with any exclusions, limitations or activities subject to additional charges.

Tenderers shall also provide details of any additional or enhanced technical support packages available, including the scope of the services offered and the associated charges.

A rate card shall be provided for additional support, training, maintenance or other related activities that may be required by BIM outside the scope of the included arrangements, as further detailed in the Pricing Schedule.

The rates shall remain fixed for the maximum forty-eight (48) month Contract period.

4.2.5 Delivery, Installation and Commissioning

The successful Tenderer shall be responsible for the delivery, installation, testing and commissioning of the proposed Goods, including the associated equipment and software, to ensure that the system is fully operational in accordance with the requirements set out in this Section.

4.2.5.1 Delivery and Project Plan

The Goods must be delivered within thirty (30) days from the Contract Commencement Date and, in any event, during December 2026. Earlier delivery may be proposed where achievable. Tenderers shall provide a detailed project plan setting out their proposed delivery date and the proposed approach to delivery, installation, testing and commissioning, including the key activities, milestones, responsibilities and timescales.

The project plan may provide for delivery, installation, testing and commissioning to be completed earlier than the above timescales and shall demonstrate how the Tenderer will meet the mandatory delivery requirements.

Tenderers shall identify any dependencies, site preparation, utilities, connectivity or other inputs required from BIM, together with the proposed arrangements for coordinating delivery, installation, testing and commissioning.

4.2.5.2 Installation, Testing and Commissioning

The successful Tenderer shall provide full installation, testing and commissioning of the equipment and associated software.

The installation and commissioning arrangements shall include the assembly, configuration and connection of the equipment, installation and configuration of the associated software, and the completion of testing, trial operation and calibration necessary to demonstrate that the system is operating in accordance with the requirements set out in this Section.

Tenderers shall describe the proposed installation and commissioning methodology, including the activities to be undertaken, the anticipated duration and any requirements to be provided by BIM.

Commented [NM17]: Please confirm the required delivery date and commissioning period. The draft documentation refers to both 16 and 18 December 2026, with full commissioning within four weeks of delivery. The wording has been aligned to 16 December 2026, subject to BIM's confirmation that this remains achievable in light of the anticipated procurement and contract award timeline.

Commented [GR18R17]: 16th December.

Commented [JG19R17]: Change in line with section above - 30 days

Commented [NM20R17]: Addressed, please review and confirm

The successful Tenderer shall provide BIM with the relevant installation, commissioning and calibration documentation, together with any operating manuals and other documentation necessary for the use and maintenance of the system.

The project plan shall also include the proposed training activities and associated milestones, demonstrating how initial training will be coordinated with installation and commissioning and completed prior to final acceptance by BIM.

4.2.6 Training

The successful Tenderer shall provide onsite initial training for a minimum of two (2) BIM personnel as part of the supply and commissioning of the system. BIM may require additional training for further personnel during the Contract period, which shall be costed separately.

Commented [NM21]: Wording updated to reflect the agreed training requirements. Please review and confirm.

Tenderers shall propose the duration and number of training sessions necessary to ensure that BIM personnel are appropriately trained in the operation and routine maintenance of the equipment and associated software.

The training shall cover, as a minimum, the following:

Equipment Operation

- Safe operation, start-up and shutdown of the equipment.
- Sample preparation, handling and loading, including the requirements applicable to freshwater and marine samples.
- Operation and configuration of the equipment, including the use and changing of flow cells and objective lenses, and the use of fluorescence capabilities, where applicable to the proposed system.

Equipment Maintenance and Troubleshooting

- Routine user maintenance, cleaning and care of the equipment, including the identification and replacement of user-serviceable consumables or components.
- Routine calibration and performance checks that BIM personnel are expected to undertake.
- Basic troubleshooting, identification of common equipment faults and the procedures for obtaining technical support.

Software Operation and Application

- Operation of the associated software, including image acquisition, data analysis, classification, creation and management of user-defined classification libraries, data management, searching and retrieval of results, data export and reporting.
- The process for acquiring and transferring data from the equipment to the associated software, including any required connections, configuration, data import or transfer procedures, and verification that the data has been successfully received and is available for analysis.
- Basic troubleshooting of common software faults and errors, and the procedures for obtaining technical and application support.
- The use of relevant software manuals and supporting documentation.

Additional and Refresher Training

- Additional or refresher training available for the operation of the equipment and associated software during the maintenance and after-sales support period of up to forty-eight (48) months.
- Any additional or refresher training included in the proposed support arrangements, including the proposed content, frequency, duration and delivery method.
- Further training options available to BIM, including arrangements for training new personnel or addressing additional training needs arising during the operation of the system.

In respect of the above training requirements, Tenderers shall describe the proposed training programme, including its content, duration, number of sessions, number of personnel to be trained and the training materials to be provided.

The response shall clearly identify which elements of the training will be delivered onsite and which will be delivered remotely, together with the rationale for the proposed delivery method. Tenderers shall explain how the proposed arrangements will ensure that BIM personnel receive sufficient practical training in the operation, routine maintenance and troubleshooting of the equipment and associated software.

The initial training required under this Section shall be included in the fixed fee for the initial twenty-four (24) month Contract period. Any additional training beyond the scope of the included arrangements shall be priced separately in the Additional Services Rate Card.

4.2.7 Environmental Requirements

The successful Tenderer shall provide the Goods and associated services in a manner that takes account of environmental performance throughout the operational life of the system.

Tenderers shall provide details of the environmental characteristics of the proposed solution, including the following:

Energy Consumption and Environmental Performance

- The rated power consumption of the equipment and, where available, its anticipated energy consumption during normal operation and standby.
- The energy-efficiency characteristics of the proposed equipment and any applicable environmental standards, certifications or equivalent measures.
- Any environmental performance characteristics above the minimum requirements, including relevant measurable performance indicators and supporting information.

Operational Lifespan

- The anticipated operational lifespan of the equipment, expressed in years, together with the assumptions on which this is based.
- The availability of replaceable components and spare parts, including the anticipated period of availability, and any measures intended to extend the operational lifespan of the equipment.

Commented [NM22]: We have proposed proportionate minimum environmental requirements and measurable KPIs covering energy consumption, consumables, operational lifespan, reparability and end-of-life management.

Please review and confirm whether BIM wishes to specify any additional minimum performance thresholds or KPIs.

Any numerical thresholds should be supported by the available market information and the intended operating requirements of the system.

Commented [GR23R22]: The Packaging component can be removed - This is likely to be Cardboard and other items that can be dealt with locally.

Commented [NM24]: The draft documentation refers to lifecycle costing. We have proposed requiring Tenderers to provide information on anticipated energy consumption, consumables, maintenance requirements, operational lifespan and other significant operating costs, to support BIM's assessment of the environmental performance and ongoing cost implications of the proposed solution. Please confirm whether BIM intends this information to inform the Environmental Responsibility assessment, or whether a formal lifecycle costing methodology is required as part of the cost evaluation. If a formal methodology is intended, we would need to establish a consistent evaluation period, operating assumptions and calculation method to ensure that tenders are assessed on a comparable basis.

Commented [JG25R24]: Remove lifecycle costing - longer term consideration for BIM

Consumables and Materials

- The types and anticipated quantities of consumables required for normal operation, including identification of any plastics-based consumables.
- Any available alternatives or measures to reduce consumables consumption, material use and waste.

End-of-Life Management

- Recommendations for the appropriate disposal, recycling or recovery of the equipment and associated components at the end of their operational life.

Minimum Environmental Requirements and KPIs

As a minimum, Tenderers shall provide manufacturer or other supporting information identifying the equipment's rated power consumption, principal consumables and applicable environmental standards.

Tenderers shall provide measurable environmental performance indicators, where applicable, including energy consumption and anticipated annual consumables demand. The assumptions used to determine these indicators shall be clearly stated.

Tenderers shall also identify any added-value environmental characteristics or proposals that would reduce the environmental impact of the Goods or their operation.

In respect of the above requirements, Tenderers shall describe the environmental characteristics and arrangements proposed, including any supporting technical information, relevant standards and measurable performance indicators available for the proposed solution.

4.2.8 Corporate Social Responsibility

Tenderers shall describe the Corporate Social Responsibility arrangements relevant to the delivery of the Goods and associated services under this Contract, including the following:

- The measures in place to ensure that the Goods and associated components are ethically sourced, including any relevant supplier or supply-chain standards.
- Any proposed use of, or collaboration with, organisations supporting persons with disabilities or disadvantaged persons in connection with the delivery of the Contract.
- The Tenderer's Corporate Social Responsibility Policy, or equivalent arrangements, and how these will be applied to the performance of the Contract.

Tenderers shall provide relevant supporting information and identify any specific commitments proposed in respect of the above.

4.2.9 Acceptance and Handover

The successful Tenderer shall complete the installation, testing, calibration and commissioning of the system and provide all required documentation and deliverables prior to final acceptance by BIM.

4.2.9.1 Acceptance

The successful Tenderer shall demonstrate that the equipment and associated software have been installed and commissioned and are operating in accordance with the requirements set out in this Section.

BIM shall be entitled to inspect and verify the completed system and the associated deliverables prior to confirming final acceptance. Any defects, deficiencies or non-conformities identified during the acceptance process shall be rectified by the successful Tenderer, at no additional cost to BIM, before final acceptance is confirmed.

Final acceptance shall be confirmed by BIM in writing following satisfactory completion of the required installation, testing, calibration and commissioning activities and rectification of any identified deficiencies.

4.2.9.2 Handover

Prior to final acceptance, the successful Tenderer shall provide BIM with the documentation and information necessary for the operation, maintenance and support of the system, including:

- Operating manuals and user instructions for the equipment and associated software.
- Installation, commissioning, testing and calibration documentation.
- Maintenance instructions and the proposed preventative maintenance programme.
- Warranty documentation, including the applicable warranty periods, scope and exclusions.
- Details of technical and application support arrangements, including fault-reporting procedures and relevant contact details.
- Details of software licences, subscriptions and access arrangements required for the operation of the system.
- Details of spare parts, consumables and replacement procedures relevant to the proposed system.
- Training materials and confirmation of completion of the initial training.

The successful Tenderer shall ensure that BIM receives all relevant information and access necessary to operate and maintain the system in accordance with the Contract requirements. Final acceptance shall not release the successful Tenderer from its warranty, maintenance, after-sales support or other continuing obligations under the Contract.

5. Contract Timeframe

Any contract that may result from this Competition (the “Goods Contract”) shall remain in place for a period of 24 months (the “Term”). BIM reserves the right to extend the 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 BIM’s obligations at law.

Commented [NM26]: We have proposed a separate acceptance and handover process, with final acceptance confirmed by BIM following satisfactory installation, testing, calibration, commissioning and rectification of any identified deficiencies. Please confirm whether BIM requires any specific acceptance tests, performance demonstrations or acceptance criteria to verify that the system meets the required technical and operational performance. Any such requirements should be clearly defined in the tender documentation.

Commented [NM27]: Please review the proposed handover documentation and confirm whether BIM requires any additional deliverables, including specific data, software access, calibration records or other information necessary for the ongoing operation and maintenance of the system.

6. Currency

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

7. 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.

8. 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.

9. 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.

10. 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.

11. 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.

12. 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.

13. 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.

14. 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.

15. Standstill Period

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

16. 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.

17. 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**.

18. 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

19. Closing Date for Tender Responses

All tenders must be:

- Received prior to **12:00 noon (Irish Standard Time) on Tuesday, 27th October 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 the Supply of an Automated Plankton Identification System Using Imaging Flow Cytometry* and do hereby offer to provide the Goods and associated services set out therein, as may be required by BIM, in exchange for the pricing set out in the Pricing Schedule, inclusive of all expenses and exclusive of VAT.:

Total Tender Price (as stated in the Pricing Schedule)	€
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Pricing above is to be quoted in Euro (€), inclusive of all expenses and exclusive of VAT.

If awarded this contract, the tenderer accepts the terms of the *Supply of an Automated Plankton Identification System using Imaging Flow Cytometry* BIM 2026-38 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. Please refer to Section 3 – Tender Format on how your tender should be presented.

Annex 3 – Previous Contracts/Projects

PREVIOUS REFERENCE CONTRACT	
Name of Reference Contract	
Client/Contracting Authority	
Public or Private Sector?	
Contract Description	
Contract Management	
Contract Performance	
Contract Value excluding Vat	
Contract Duration (start and finish)	
Comparability to this CFT	
Nature of the Goods	<i>Describe the specialist scientific, laboratory, analytical or imaging equipment supplied, including its intended application, principal functions and relevant technical capabilities.</i>
Technical Configuration and Software	<i>Describe the technical configuration of the equipment, including any associated software, data acquisition, analysis or processing capabilities, and the extent of any configuration or integration required under the reference contract.</i>
Delivery and Operational Complexity	<i>Describe the delivery, installation, testing and commissioning arrangements, including the operational environment and any relevant technical or logistical challenges. Explain how these are comparable to the Requirements of this Competition.</i>
Associated Services and Support	<i>Describe the training, warranty, maintenance, technical support or other associated services provided under the reference contract, including the scope and duration of those services where relevant.</i>
Name of Client Referee	
Title/Role of Client Referee	
Telephone of Client Referee	
Email Address of Client Referee	

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 Call for Tender (CFT) 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.