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# RFQ – Vessel Traffic System

## Itajaí ,Brasil



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# 1 INTRODUCTION

## 1.1 Introduction to the project

This Request for Quotation concerns the Vessel Traffic System (VTS) for the waterway access infrastructure of the Itajaí Port Complex following completion of the channel-deepening (and potentially widening) works. The waterway access to the port complex will be awarded to a contractor as a concession via an auction.

The future Concessionaire will be responsible for the management and operation of the Waterway Access to the Port of Itajaí, including the outer and inner access channels, maneuvering basins, berths and relevant anchorage areas.

The VTS is required to improve navigation safety, support efficient vessel traffic operations, protect the environment and provide operational information to the Port Authority and other authorised stakeholders. The Port Authority remains responsible for the applicable vessel scheduling, operation and berthing rules and for coordinating vessel traffic management. The VTS Provider shall operate under that framework and under the authority of the Brazilian Maritime Authority.




Figure 1 Project location

The required scope is based on, among others:

- Annex 1 — Waterway Access Operating Plan (“PEAA”) to the draft Concession Agreement;
- PEAA mandatory fixed investment IOT3 — implementation of VTS;
- PEAA Sections IV, VI.4, VI.5 and VII.2.1;
- Draft Concession Agreement, including Clauses 2, 8, 12 and 26;

- Preliminary Draft VTMIS for the Port of Itajaí, prepared by LabTrans/UFSC (2015), provided as reference documentation; and
- NORMAM-602/DHN, or the regulation replacing it, including Brazilian Maritime Authority requirements for VTS licensing, inspections and operation.

The Preliminary Draft VTMIS is reference material. The Bidder shall verify the applicability of its technical assumptions and propose a complete, optimised and compliant solution. Any deviations, assumptions, exclusions or alternative solutions shall be clearly identified in the Bidder's compliance matrix and technical proposal.

## 1.2 Objectives of the VTS

The VTS shall provide continuous, safe and efficient monitoring of vessel traffic within the Waterway Access to the Port of Itajaí, including the outer and inner channels, maneuvering basins and anchorage areas.

It shall improve navigational safety, safeguard life at sea, support the prevention of collisions, groundings and environmental incidents, and support efficient vessel movements in accordance with Port Authority rules.

The VTS shall integrate relevant AIS, radar, CCTV, VHF/radio and environmental data; provide an auditable record of vessel movements, communications and incidents; and enable the sharing of operational information with the Port Authority, Maritime Authority and other authorised stakeholders.

The system shall be designed to comply with NORMAM-602/DHN, support VISITEC and VTS licensing, and enable future integration with VTMIS-compatible systems

## 1.3 Definitions

In this RFQ, defined terms have capital initials. Unless set out below differently, definitions, words and expressions shall have the same meaning as set out in the Request for Quotation.

| | |
|---|---|
| Client / Employer | ANTAQ |
| Contractor / VODMC | Van Oord Dredging and Marine Contractors bv. |
| Main Contract | The contract between Contractor and Employer |
| Materials | Goods of all kinds of nature forming part of or intended to form part of the Permanent Works, including supply only materials to be supplied by a Supplier of VODMC under an Agreement |
| Project | Itajaí Concession |
| Agreement | Any form of contract by and between VODMC and a Supplier |
| Quotation | Offer made to Contractor for the provision of Goods, Plant, Materials and/or services |
| Bidder | A party who submits a Quotation to another party |
| Van Oord | Van Oord N.V. and its subsidiaries & affiliated companies |

## 1.4 Request for Quotation

VODMC invites the Bidder to submit a binding Quotation in accordance with this RFQ.

## 1.5 Acknowledgement of receipt / Intention to bid

The Bidder shall acknowledge receipt of this inquiry and confirm his intention to bid by sending an email to: Juliana.Latterza@vanoord.com, Barend.vandenBosch@vanoord.com.

## 1.6 VODMC contact details

The following VODMC contact details are applicable:

**Van Oord Dredging and Marine Contractors bv**

| Postal address: | Visiting and registered address: |
|---|---|
| PO Box 8574<br>3009 AN Rotterdam<br>The Netherlands | Schaardijk 211<br>3063 NH Rotterdam<br>The Netherlands |

VODMC point of contact for this Quotation:

Name : Juliana Latterza
Email : Juliana.Latterza@vanoord.com

Additionally all (email) correspondance should be sent in cc to:

| | |
|---|---|
| Barendvan den Bosch<br>barend.vandenbosch@vanoord.com | Environmental Engineer |
| Benjamin Joppe<br>Benjamin.joppe@vanoord.com | Tender Manager |

## 1.7 Submission of Quotation

The bidder is requested to submit the complete Quotation on or before:

**16th of October 2026 Close of Business**

The Quotation shall be submitted to VODMC Point of Contact by email.

The Quotation shall at least be valid until: 31st of December 2026

# 2 SCOPE OF WORK

The Supplier shall provide all labour, supervision, engineering, equipment, software, licenses, civil and electrical works, telecommunications, transportation, installation materials, testing equipment, commissioning, training, insurances, documentation, spare parts, maintenance and QA/QC necessary to deliver a complete and operational VTS.

The Supplier shall be responsible for the performance and integration of all works and services within its scope, including coordination with Van Oord, the future Concessionaire/SPV, the Port Authority, the Maritime Authority, ANTAQ, terminal operators, pilotage services and other relevant stakeholders, as instructed by Van Oord.

The Supplier shall include all activities necessary to demonstrate that the proposed system complies with the contractual requirements and is suitable for VTS licensing and VISITEC inspection.

## 2.1 Base Scope — Turnkey VTS System

The Base Scope shall include, as a minimum:

### 2.1.1 Engineering and regulatory support

- Review the tender documentation, the PEAA, the Preliminary Draft VTMIS and applicable Brazilian legislation/regulations.
- Prepare a VTS Concept of Operations (“CONOPS”) that defines the proposed VTS services, operational area, stakeholder interfaces, operating procedures, escalation arrangements, incident management, communications arrangements and limitations of the service.
- Develop Basic Design and Detailed Design packages for all VTS systems, facilities, remote stations and interfaces.
- Perform radar, AIS, VHF, CCTV and communications coverage studies, including terrain/obstruction analysis, line-of-sight assessment, interference assessment, blind-sector analysis and redundancy assessment.
- Define the optimum number and locations of remote stations, towers, sensors, antennas and control-center facilities.
- Prepare a compliance matrix against NORMAM-602/DHN and all applicable requirements of the PEAA, draft Concession Agreement and reference VTMIS design.
- Provide all technical documentation, drawings, calculations, manuals and evidence required to support VTS licensing and the Maritime Authority’s VISITEC process.
- Prepare and support the VTS implementation and operating-license application process, including responses to technical comments and close-out of non-conformities attributable to the Supplier’s scope.

### 2.1.2 Operational Control Centre

Supply, install, configure and commission a complete Operational Control Centre (“OCC”), including:

- Operator and supervisor workstations, monitors, control consoles and ergonomic furniture;
- VTS application software and common operational picture;
- Data servers, storage, backup and time synchronisation;
- Network infrastructure, switches, firewalls and secure remote-access arrangements;
- Voice communication switching, recording and replay systems;

- Interfaces to AIS, radar, CCTV, VHF, environmental data and authorised external systems;
- Power distribution, UPS and backup arrangements required for the proposed availability target;
- HVAC, electrical, lightning protection, grounding, fire detection/protection and physical-security systems where included in the final design;
- Event logging, incident replay, audit trail and reporting functions; and
- All required control-centre fit-out, installation, configuration and commissioning works.

The Bidder shall identify whether the OCC will be delivered in an existing Van Oord/Port Authority building, in a modular facility, or in a new/modified building. Any required building works, access arrangements, land rights, permits and Client-provided utilities shall be listed clearly as assumptions or interfaces.

### 2.1.3 Surveillance and traffic-monitoring subsystems

Provide an integrated VTS solution incorporating the following functions and equipment categories, in quantities and locations justified by the Bidder's coverage study:

- AIS shore-station infrastructure, including receivers, transmitters/base stations where required, antennas and interfaces;
- Marine surveillance radar(s), target tracking, radar video processing and integration into the VTS display;
- Day/night CCTV system, including fixed and pan-tilt-zoom cameras, camera control, recording and display, where justified by the final coverage study;
- Maritime VHF radio subsystem, including base stations, antennas, repeaters where required, VHF control, voice communication switching, recording and replay;
- Radio, telephone and data communications between the OCC, remote stations and relevant stakeholders;
- Remote equipment-status monitoring, diagnostics and alarms;
- Data repeaters, telemetry equipment, communications links and network equipment;
- Towers, masts, antenna supports, equipment shelters, cabinets, earthing, lightning protection, access systems and associated civil works; and
- All interconnection, integration, software configuration and licensing required for the complete operational system.

The VTS shall provide active monitoring of the complete Concession Area, including the outer channel, inner channel, maneuvering basins and anchorage areas.

### 2.1.4 Environmental-data interfaces

The VTS shall support collection, display, recording and reporting of environmental data, including at least:

- Salinity;
- Air temperature;
- Water temperature;
- Currents;
- Wind speed and direction; and

- Rainfall.

The Supplier shall provide a clear interface solution for each parameter, including whether the parameter is measured by equipment in the Supplier's scope or received from external systems. The proposed solution shall include data acquisition, validation, display at the OCC, recording, alarms where relevant, communication interfaces and export of data for monthly and annual reporting.

The separate metocean/hydrology/hydrography packages may provide certain sensors and data feeds. The Supplier shall therefore include open, documented and secure interfaces for, at minimum:

- ADCP/current and wave monitoring data;
- Tide/water-level data;
- CTD/salinity/temperature data;
- Weather-station data;
- Visibility data where supplied by others;
- Hydrographic/bathymetric data;
- Fluid-mud/sedimentological data; and
- FDAQ / Dynamic Under-Keel Clearance system data.

Unless expressly identified as included in the Bidder's priced scope, the supply and operation of ADCP, wave buoy, tide gauge, CTD, suspended-solids sensors, river gauging stations, hydrographic survey systems and fluid-mud survey equipment are outside this RFQ. The VTS Supplier shall nevertheless provide the necessary interfaces and display/export functionality.

### 2.1.5 Integration and interoperability

The Supplier shall design the VTS for progressive integration with the management, monitoring and operational-coordination systems used by the Port Authority, the Maritime Authority, terminal operators, port operators, pilotage services and other authorised stakeholders.

The Supplier shall provide:

- Open and documented interfaces, preferably through secure standard APIs/web services;
- Interface Control Documents ("ICDs");
- Data dictionaries and communication-protocol specifications;
- Role-based access-control arrangements;
- Secure data-exchange and cybersecurity measures;
- Integration capability for the existing or future Paperless Port/port community system, subject to third-party interface availability;
- Integration capability with the FDAQ system; and
- A technical contribution to the Technology Development Plan required under the PEAA within 24 months after the Take-over Date.

The Supplier shall not assume that a full VTMIS must be delivered on Day 1 unless expressly included in its proposed solution. The VTS shall, however, be designed so that future VTMIS-compatible functionalities and data exchange can be added without replacement of the core system.

### 2.1.6 Testing, acceptance and commissioning

The Supplier shall develop and execute a complete testing and acceptance programme, including:

- Factory Acceptance Tests (“FAT”);
- Site Acceptance Tests (“SAT”);
- Integration tests for radar, AIS, CCTV, VHF, environmental data and external interfaces;
- Communications, recording, replay, time synchronisation and alarm tests;
- Coverage and performance tests;
- Cybersecurity, user access and backup/restore tests;
- Failover, power-loss and communications-loss recovery tests;
- Preliminary operational tests; and
- Continuous Operation Test (“TOC”) / reliability demonstration.

As a reference, the Preliminary Draft VTMIS anticipates operation under normal conditions, 24 hours per day and 7 days per week for 120 consecutive days after provisional acceptance. The Bidder shall state its proposed acceptance and reliability test regime and identify every deviation from the reference design.

The system shall be accepted only when the agreed acceptance criteria have been met, all critical defects are closed and the documentation necessary for regulatory inspection and operation has been delivered.

### 2.1.7 Training, documentation and handover

The Supplier shall provide all training, manuals and documentation required for safe operation and maintenance of the VTS.

The scope shall include, as applicable:

- Training programme in Brazilian Portuguese;
- Training for VTS controller(s), supervisor(s), operator(s), technical maintainers and system administrators;
- Support for qualification requirements under NORMAM-602/DHN and applicable Maritime Authority training requirements;
- On-the-job training during commissioning and assisted operation;
- Training materials, operational manuals, system manuals, maintenance manuals and emergency/contingency procedures;
- Detailed as-built drawings, asset register, cable schedules, configuration records, licences, passwords/credential handover procedures and source/configuration documentation to the extent contractually permitted;
- Spare-parts list and recommended lifecycle replacement plan; and
- Handover dossier in Portuguese and English, unless otherwise agreed.

## 2.2 Option A — Assisted Operation

The Bidder shall provide a separately priced option for Assisted Operation of the VTS after commissioning.

The option shall include a fully staffed and qualified operating team, independent of Van Oord/the Concessionaire, comprising sufficient VTS Operators and Supervisors to operate the VTS continuously, 24 hours per day and 7 days per week, across the operational consoles defined in the final design.

The reference VTMIS design anticipates 24 months of assisted operation. The Bidder shall price the following alternatives separately:

- Option A1: Assisted operation for 12 months;
- Option A2: Assisted operation for 24 months; and
- Option A3: Assisted operation for 36 months.

The assisted-operation scope shall include:

- Staffing plan and shift roster;
- Recruitment, qualification, certification and replacement of personnel;
- Compliance with NORMAM-602/DHN and applicable Maritime Authority requirements;
- Operations manuals, checklists, incident logs and reporting;
- Operational supervision and performance reporting;
- Coordination with the Port Authority’s vessel-traffic-management framework;
- Training/on-the-job development of the Concessionaire’s nominated personnel; and
- A phased handover plan to a Concessionaire-provided or future managed-service operating team.

The Bidder shall clearly state all assumptions concerning the VTS service category, required manning level, operating hours, traffic volume, languages, employment model, labour costs, Brazilian social/security charges, regulatory approvals and Client responsibilities.

## 2.3 Option B — Long-Term VTS Operation and Maintenance

The Bidder shall provide a separately priced proposal for long-term VTS operation and maintenance after the assisted-operation period.

The proposal shall include price alternatives for Years 3–5, Years 3–10 and Years 3–25 of the Concession, or an equivalent transparent annual pricing schedule.

The scope shall include, as applicable:

- 24/7 VTS operational staffing;
- Preventive, corrective and evolutionary maintenance;
- Help-desk and fault-management service;
- Spare parts, consumables and obsolescence management;
- Software licences, updates, cybersecurity patches and backups;

- Calibration and maintenance of included environmental sensors;
- Asset condition monitoring and lifecycle planning;
- Availability reporting and service-level KPI reporting;
- Support for periodic inspections, audits and regulatory interactions; and
- Support for updating the VTS/VTMIS Technology Development Plan.

The Bidder shall state exclusions explicitly, particularly in relation to third-party telecom services, utilities, building maintenance, civil works, metocean equipment provided by others, hydrographic systems, Aids to Navigation, FDAQ software and third-party data services.

## 2.4 Option C — Technical Maintenance Only

Provide a separately priced option for technical operation and maintenance of the VTS equipment and software without provision of VTS operational personnel.

This option shall include all preventive, corrective and evolutionary maintenance needed to retain the agreed system availability, including help desk, remote support, site attendance, spare parts, software support, configuration management and reporting.

# 3 TECHNICAL AND PERFORMANCE REQUIREMENTS

## 3.1 Regulatory compliance

The Bidder shall comply with:

- NORMAM-602/DHN, or successor regulation;
- Applicable requirements of the Brazilian Maritime Authority and VISITEC inspection process;
- Applicable ANATEL requirements for telecommunications equipment and radio-frequency use;
- Applicable Brazilian electrical, occupational-health, safety, environmental and construction requirements;
- Applicable cybersecurity and data-protection requirements;
- PEAA requirements for VTS implementation, maintenance, operation, integration and reporting; and
- Applicable requirements of the draft Concession Agreement and the final concession documentation.

The Bidder shall submit a clause-by-clause compliance matrix with its offer. Any non-compliance shall be stated clearly. Silence shall be understood as full compliance.

## 3.2 Availability and resilience

The Bidder shall propose availability targets and a resilience philosophy for each critical subsystem, including OCC, VTS software, data network, radar, AIS, VHF, CCTV, recording, power and remote-site communications.

The proposal shall identify:

- Redundancy arrangements;
- Single points of failure;
- UPS/generator and backup-power requirements;
- Network-link resilience;
- Cybersecurity protections;
- Mean Time to Repair (“MTTR”);
- Spare-parts strategy;
- Remote diagnostic capability;
- Planned-maintenance windows; and
- Service-level commitments for critical, major and minor faults.

The Bidder shall base redundancy and availability on a risk-based design and the reference VTMIS requirements. Any proposal for shared infrastructure, shared towers, shared utilities or third-party communications links shall identify the resulting availability/reliability risk and mitigation measures.

## 3.3 Data, recording and reporting

The VTS shall allow the Concessionaire to retain, retrieve and export data necessary for operations, incident investigation, regulatory inspection and contractual reporting.

The solution shall provide, at minimum:

- Recorded AIS, radar, CCTV and VHF/voice data, where applicable;
- Time-synchronised event and incident logs;
- Environmental-data storage and export;
- User audit trails and access logs;
- Standard and configurable reports;
- Data export interfaces for the Concessionaire's reporting/database platform;
- Secure interfaces for authorised stakeholders; and
- Retention periods proposed by the Bidder and compliant with applicable regulation.

## 3.4 Interfaces and exclusions

The Supplier shall cooperate with other suppliers appointed by Van Oord. The following are expected to be separate, interfacing work packages unless specifically included by written instruction:

- ADCP/wave monitoring;
- Tide gauges and water-level network;
- CTD and environmental monitoring instruments;
- Suspended-solids and river-discharge stations;
- Hydrographic surveys and fluid-mud surveys;
- FDAQ calculation engine and operational under-keel-clearance rules;
- Aids to Navigation, buoyage and navigation-light maintenance;
- Dredging services; and
- Environmental licensing and environmental-monitoring services.

The Bidder shall provide a detailed interface schedule identifying data source, interface standard, data format, update frequency, responsibility, testing responsibility and any required third-party approvals.

# 4 SCHEDULE

The Bidder shall submit a fully integrated programme from notice of award through final acceptance and, where selected, assisted operation and long-term O&M.

The programme shall demonstrate full VTS implementation, testing and operational readiness by the end of Concession Year 2. The Bidder shall identify critical paths relating to permits, site access, civil works, importation, telecoms licensing, ANATEL approvals, Maritime Authority review, VISITEC, personnel training and external-system interfaces.

Indicative milestones are shown below. The Bidder shall propose realistic dates and durations.

| Milestone | Indicative deadline from Notice of Award | Required output |
|---|---|---|
| Kick-off meeting | Within 10 calendar days | Project organisation, interface register, data request list |
| Inception report | Within 30 calendar days | Programme, risk register, assumptions/exclusions, preliminary compliance matrix |
| Concept of Operations and preliminary coverage study | Within 90 calendar days | CONOPS, draft service model, radar/AIS/VHF/CCTV coverage concept, proposed sites |
| Basic Design | Within 150 calendar days | System architecture, remote-site design, OCC design, preliminary BoQ, regulatory strategy |
| Detailed Design | Within 240 calendar days | Approved-for-construction design package, test plans, training plan, VISITEC/licensing dossier inputs |
| Procurement and manufacture | Bidder to propose | Factory documentation, progress reports, FAT readiness |
| FAT | Bidder to propose | FAT report and non-conformity close-out plan |
| Site works and installation | Bidder to propose | Installed system, civil/electrical/telecom completion documentation |
| SAT and integration testing | Bidder to propose | SAT report, coverage report, interface test records |
| Preliminary operational test | Bidder to propose | Provisional acceptance recommendation |
| Regulatory inspection / VISITEC support | Before operational commencement | Approved/accepted inspection documentation and close-out records |
| Full operational readiness | No later than end of Concession Year 2 | Operational VTS, trained team, complete documentation |
| Assisted operation | If awarded | Monthly performance and handover reports |
| Final acceptance / end of assisted operation | If awarded | Final acceptance dossier and handover certificate |

# 5 BIDDER QUALIFICATIONS AND EXPERIENCE

The Bidder shall demonstrate, as a minimum:

- Legal capacity to contract and perform the works in Brazil, directly or through a clearly identified Brazilian entity/consortium/partner;
- Proven experience in engineering, supplying, integrating, commissioning and supporting operational VTS or VTMIS systems in ports, estuaries, constrained waterways or coastal areas;
- At least three relevant VTS/VTMIS reference projects completed or operating within the last ten years;
- Demonstrable experience with AIS, marine radar, VHF/voice communications, CCTV, OCC systems, remote sites, sensor integration, software integration and long-term support;
- Demonstrable experience in Brazilian projects or a robust Brazil execution plan, including Portuguese-language technical support, importation/customs, ANATEL compliance and local field services;
- Specific NORMAM-602/DHN, Brazilian Maritime Authority, VTS licensing and/or VISITEC experience, or a named Brazilian specialist partner with such experience;
- Availability of qualified project management, VTS engineering, radar/AIS/VHF/CCTV specialists, software/integration engineers, commissioning engineers, training staff and maintenance personnel;
- Financial capability appropriate to the scope and long-term warranty/O&M obligations; and
- Quality, health, safety, environmental and information-security management arrangements.

For each reference, state client, location, system scope, contract value range, implementation period, go-live date, supplier’s role, operational status, maintenance/support scope and client contact details where available.

# 6 SUBMISSION REQUIREMENTS

The Bidder shall submit the following, at a minimum:

## 6.1 Technical proposal

- Signed cover letter;
- Executive summary;
- Understanding of the scope and compliance obligations;
- Detailed technical solution and system architecture;
- NORMAM-602/DHN and PEAA compliance matrix;
- Proposed VTS service concept and operating model;
- Preliminary coverage concept and remote-station location proposal;
- List of all equipment, software, licences, quantities and manufacturers;
- Detailed scope split between Base Scope, Option A, Option B and Option C;
- List of assumptions, exclusions, qualifications and required Client inputs;
- Preliminary interface register and interface-control approach;
- Project programme and critical-path analysis;
- Organisation chart, Brazilian execution model and CVs of key personnel;
- HSE plan and risk assessment;
- Quality plan and QA/QC procedures;
- Cybersecurity and data-management approach;
- Testing, acceptance and commissioning plan;
- Training and assisted-operation plan;
- Preventive/corrective/evolutionary maintenance concept;
- Warranty, spares and obsolescence-management proposal;
- Reference-project list; and
- Proposed contract deviations, if any.

## 6.2 Commercial proposal

The commercial proposal shall be submitted in Brazilian Reais (R$), exclusive of taxes not assumed by Van Oord, unless otherwise instructed in the commercial schedule.

The Bidder shall provide a transparent price breakdown for:

| Item | Required pricing basis | Price (BRL incl VAT) |
|---|---|---|
| Engineering, surveys, coverage studies and regulatory support | Lump sum, with deliverable/milestone breakdown | |
| Basic and Detailed Design | Lump sum | |
| OCC supply, installation and commissioning | Lump sum with major equipment breakdown | |
| AIS subsystem | Lump sum / unit rates as applicable | |
| Radar subsystem | Lump sum / unit rates as applicable | |
| CCTV subsystem | Lump sum / unit rates as applicable | |
| VHF, voice switching and recording | Lump sum / unit rates as applicable | |
| Remote stations, towers, power, telecoms and civil works | Lump sum with site-by-site breakdown | |
| Environmental-data integration and interfaces | Lump sum, with external-system assumptions stated | |
| Software licences and recurring licence costs | Initial and annual recurring prices separately | |
| FAT, SAT, commissioning and regulatory support | Lump sum | |
| Training and documentation | Lump sum | |
| Spare parts and special tools | Separate priced schedule | |
| Warranty extension | Annual option price | |
| Option A1: 12-month assisted operation | Monthly and total price | |
| Option A2: 24-month assisted operation | Monthly and total price | |
| Option A3: 36-month assisted operation | Monthly and total price | |
| Option B: long-term managed VTS O&M | Annual price for Years 3–5, 3–10 and 3–25, or annual schedule | |
| Option C: technical O&M only | Annual price | |
| Provisional sums / third-party costs | Separately identified | |

The Bidder shall identify all taxes, import duties, freight, travel, accommodation, installation costs, Brazilian labour/social charges, permits, telecoms charges, utility charges and other costs included or excluded.

## 6.3 Payment schedule

Submit a milestone-based payment schedule. Payments shall be linked to measurable deliverables and acceptance milestones. Suggested milestone structure:

- Contract award and approved inception report;
- Approved Basic Design;
- Approved Detailed Design;
- Completion of FAT;
- Delivery of equipment to site;
- Completion of installation;
- Successful SAT/integration testing;
- Provisional acceptance;
- Completion of Continuous Operation Test/final acceptance; and
- Monthly payments for assisted operation and/or O&M services.

## 6.4 Pricing Requirements

**Currency**

Brazilian Real (R$), unless otherwise agreed in writing.

**Pricing structure**

The Bidder shall complete the attached pricing schedule/BoQ, if issued. Lump-sum prices shall include all labour, materials, equipment, supervision, engineering, transport, insurance, testing, commissioning, risk, profit, contingencies, revisions and all activities necessary for a complete functioning system, except items expressly identified as exclusions or provisional sums.

**Revisions included**

The Bidder shall include at least two formal review cycles for the Basic Design, Detailed Design, regulatory documentation and procedures, excluding changes in scope initiated by Van Oord after approval.

**Price escalation**

The Bidder shall state its proposed escalation method for long-term services, including the relevant Brazilian index or indices, base date and application mechanism.

## 6.5 General Conditions

- The Bidder shall comply with all applicable Brazilian federal, state and municipal legislation, regulations and permit requirements.
- The Bidder shall comply with Van Oord HSE, quality, ethics, data-security and subcontracting requirements, which will be provided during the procurement process.
- The Bidder shall obtain and maintain, at its own cost, all insurances required for its scope of work.

- The Bidder shall be responsible for the acts and omissions of its subcontractors and suppliers.
- All draft reports, designs and formal submissions shall be submitted to Van Oord for review and approval before issue to authorities or third parties, unless otherwise instructed.
- The Bidder shall support coordination meetings remotely and, if required, in person. All related costs shall be included in the quoted price unless expressly stated otherwise.
- Van Oord reserves the right to make a partial award, award one or more options separately, negotiate with one or more Bidders, or cancel the RFQ without award.
- Subcontracting is subject to Van Oord's prior written approval. The Bidder shall identify all proposed key subcontractors and their scope.
- The future Concessionaire remains responsible for performance of the concession obligations. The Supplier shall therefore provide all reasonable cooperation, documentation and support required for regulatory inspections and compliance verification.

# 7 TENDER DOCUMENTATION

The following documentation is available or will be made available to Bidders:

1. Annex 1 — Waterway Access Operating Plan (PEAA);
2. Draft Concession Agreement;
3. EVTEA Section C — Engineering;
4. EVTEA Section D — Operational;
5. Preliminary Draft VTMIS for the Port of Itajaí, LabTrans/UFSC (2015);

Bidders shall identify any missing information required to prepare a fully priced proposal. Requests for clarification shall be submitted by the deadline stated below.

# 8 INSTRUCTIONS TO TENDER

## 8.1 Evaluation and Award

Proposals will be evaluated using, among other things:

- Technical compliance with PEAA, NORMAM-602/DHN and the VTMIS reference design;
- Demonstrated ability to secure regulatory approval and pass VISITEC;
- Suitability and resilience of the proposed VTS architecture and coverage concept;
- Brazilian delivery capability, local support and long-term O&M arrangements;
- Relevant VTS/VTMIS project experience and reference quality;
- Completeness and clarity of interface management;
- Programme credibility and ability to achieve full operation by the end of Concession Year 2;
- Assisted-operation and staff-training approach;
- Total cost of ownership, including software licences, spares, maintenance and lifecycle costs;
- Commercial clarity and risk allocation; and
- Compliance with Van Oord HSE, quality and ethical-procurement requirements.

## 8.2 Clarifications

Clarifications shall be submitted no later than five calendar days before the quotation submission deadline. Responses shall be issued to Bidder as soon as possible.

## 8.3 Agreement

If the Bidder is awarded with the contract an Agreement or Purchase order will be issued. Draft of the order will be discussed and sent later.

## 8.4 Miscellaneous

***Quotation costs***

The Bidder shall be responsible for all its costs associated with the Quotation and Van Oord shall not be liable to the Bidder for the cost of tendering or any lost opportunity, loss of turnover, loss of profit or other direct or consequential losses.

***Confidentiality***

The Bidder (whether the Quotation is accepted or not) and all other recipients of Tender Documents (whether they submit a Quotation or not) shall treat the details of the documents as private and confidential.

Bidder shall not publish any part of the Tender Documents disclose, copy or otherwise use the same or any particulars thereof, save insofar as may be necessary for the purposes of preparing a Quotation without the prior written consent of Van Oord.

***External communication***

Bidder shall not issue any press release without consulting the communication managers of the Client, Van Oord and ensure that personnel communication via social media is prevented.

***Van Oord policies***

Bidder shall comply to the Van Oord policies *"Supplier Code of Conduct*" and *"General Purchasing Conditions"* for partners & suppliers that can be found on the Van Oord website (https://www.vanoord.com/about-us/partners-suppliers).