

CALL FOR TENDER

SUMMARY INFORMATION

Call for tender no.	5000000189
Subject	“Fiber Placement Machine for JSF Program” to be located in Leonardo Aerostructures plant of Foggia (Italy)
Description of the supply	<p>The aim of the Contract is to buy for laying BMI/carbon fiber F-35 parts, as wing skins and nacelles, a “Fiber Placement Machine for JSF Program” to be installed in Leonardo Aerostructures plant of Foggia (Italy)</p> <p>The Supplier shall supply the Fiber Placement Machine including but not limited to shipping, installation, software, operator training, spare parts, after sales support and service.</p>
Type of supply	The Supplier shall have to manufacture, assembly, supply, install and validate (which includes, but is not limited to, the material procurement and any related or ancillary treatment or process) all the Products
Duration of contract/work	12 months from Contract / P.O. + warranty period
Presumed bidding maximum price	9.000.000 € (full supply value)
General awarding criteria	Best value for money criterion
Date of publication	September 7 th , 2016
Deadline	September 21 st , 2016

DETAILED INFORMATION

1. General information

With this Call of Tender, Leonardo wishes to select the companies interested to participate to a tender for a “Fiber Placement Machine for JSF Program” to be located in Leonardo Aerostructures plant of Foggia (Italy).

The Supplier shall supply and guarantee the items in accordance to the general requirements detailed in the “Description of the supply” in the Summary Information Table,

Leonardo - Finmeccanica - Società per azioni
Registered office:
Piazza Monte Grappa, 4 – 00195 Roma – Italy
Tel. +39 06 324731 Fax +39 06 3208621

Company Share Capital € 2,543,861,738.00 i.v.
Tax Code & Company Register no. 00401990585
VAT no. 00881841001
R.E.A. no. 7031



additional details and rules will be outlined in the RfQ that will follow within end of September.

The Supplier shall secure the installation and validation of the Products in accordance with the formerly agreed Schedule, and, in particular, shall perform the following Activities :

- Development, design and engineering, as provided for in the Technical Documentation;
- Software functional and detail requirements definition;
- Software development and validation;
- Planning and manufacturing engineering activities;
- Design, material procurement and manufacturing of all the tools required to manufacture all the Products and, in general terms, to allow the Supplier to properly perform this Contract;
- Design, material procurement and manufacturing of the Products in accordance with the requirements of the Technical Documentation;
- Manufacturing of special tools (other than the tools hereinabove defined), test equipment and mock-ups, if required by the Purchaser;
- Development of tests and testing activities (as required by the Technical Documentation), including procurement/fabrication of any hardware possibly requested for such testing activities;
- Supply to the Purchaser of software, drawings, data and documents requested by the Technical Documentation (the media on which these supplies shall be provided to the Purchaser are defined in the Technical Documentation);
- Packaging, shipment and transportation of the Products up to the Purchaser's Facilities;
- Installation of the Products in the Purchaser's facilities;
- Functional and validation tests of the installed Products and of the processes;
- Modifications (if any) of the Products necessary to comply with the manufacturing and assembly line requirements, up to the First Article Inspection/validation of the Products;
- Training courses for Purchaser personnel (operators, N/C programmers, maintenance).

The Provider shall be fully responsible for all the activities needed to ship the Products to Leonardo Aerostructures Facilities including, but not limited to transport, customs clearances, Export / Import Licence, ITAR / EAR compliance, etc.



2. Entities admitted to tender

The following are admitted to participate in the tender procedure for works, services and supplies:

- a) sole proprietor enterprises (including craft businesses), trading companies, cooperatives;
- b) Consortia of production and work cooperative companies incorporated under Law no. 422 of 25 June 1909 and Legislative Decree. C.P.S. no. 1577 of 14 December 1947, and subsequent amendments and additions, as well as consortia of craft businesses incorporated under Law no. 443 of 8 August 1985;
- c) Permanent consortia, including consortium companies, incorporated pursuant to Article 2615-ter of the Italian Civil Code, consisting of sole proprietor enterprises (including craft businesses), trading companies, production or workers cooperative companies;
- d) Competing consortia incorporated under Article 2602 of the Italian Civil Code, whose members include the entities referred to in sub-paragraphs a), b) and c) of this paragraph, even in the form of a limited liability consortium, in accordance with article 2615 of the Italian Civil Code.

The following are only admitted to tender for works:

- e) Temporary associations of bidders made up of the entities person referred to in sub-paragraphs a), b) and c) above.
- f) Entities who have entered into a European Economic Interest Grouping (EEIG), under Legislative Decree no. 240/1991.

The participation in this tender by more than one temporary grouping of companies, consortium or EEIG, or the submission of bids as both an individual entity and as a member of a grouping, consortium or EEIG, is forbidden.

Bidding suppliers for whom more than 70% of total annual turnover is generated by orders from one or more companies belonging to the Leonardo Group, are not allowed to bid, excess in case of express authorization from Leonardo in consideration of special technical requirements. For consortia, this percentage shall be calculated according to the annual turnover of the consortium itself.

Each consortium in points b), c) and d) above shall indicate, in its expression of interest, the individual consortium members in the name of which the bid is submitted, and for each of them, the type of works / services / supplies that will be performed. The composition of the



consortium indicated in the disclosure for interest is unchangeable without the prior written consent of Leonardo.

Pursuant to the above, it is forbidden for an individual consortium member to submit a bid in any other form to this tender procedure. In the event that this rule is broken, both the consortium and the individual consortium member will be excluded from the tender.

The contemporary participation in this tender procedure by a parent company and its subsidiaries is also forbidden. In the event that this rule is broken, both parent company and its subsidiaries will be excluded from the tender.

All bidders whom Leonardo does deem not to have appropriate professional reliability will in all cases be **excluded** from the tender without explanation. Bidders will be deemed not have appropriate professional reliability who in the last three years incurred, by way of example but not limited to, in the following:

- Termination for breach of contract with Leonardo S.p.A. – Aerostructures Division or other companies of the Leonardo Group;
- Declared non-testability of works, services and supplies according to the contracts concluded by the Leonardo S.p.A. – Aerostructures Division or other companies of the Leonardo Group;
- Breach of any of the provisions of the Code of Ethics of Leonardo S.p.A. – Aerostructures Division and Leonardo Group, during the performance of previous contracts;
- Failure to take delivery, by default or cause, for works, supplies or services entrusted by Leonardo S.p.A. – Aerostructures Division and Leonardo Group;
- Revocation of the award of a tender.

3. Minimum requirements for participation

Entities meeting the following minimum requirements for participation (hereinafter "**Minimum Requirements**") may be invited to tender:

- Turnover of at least € 27.000.000,00 calculated as average of the annual turnover of the last three years.
- AS/EN9100 and/or AS/EN9120 Management System Certification.
- Availability to manage the contract with Italian interface persons.
- The Suppliers have to be included in Manufacturing License Agreement (MLA) between Lockheed Martin Corporation (acting through Lockheed Martin Aeronautics



Company) and Leonardo S.p.A. (Aircraft Division & Aerostructures Division) and Lockheed Martin Global Inc. and The Ministry of Defence of Italy.

- The Suppliers have to sign the attached Sub-Licensee Non-Disclosure Agreement (SNDA).

In regards to participation requirements for consortia, it is specified that:

- Ethical and legal requirements must be fulfilled by the consortium and all its members. Along with the disclosure for interest, the ethical/legal self-certification must be provided: a) for each consortium member on whose behalf the consortium participates in the tender; b) for the consortium itself; and c) for the consortium on behalf of all members not participating in the supply;
- The minimum turnover must be made by the consortium itself;
- The technical, organisational and professional requirements must be possessed by each member on whose behalf the consortium is participating in the tender;
- The required certifications (AS/EN9100 and/or AS/EN9120) must be held by each member on whose behalf the consortium is participating in the tender.

The same also applies to any temporary groupings, with the norm being to consider the components of the grouping instead of the member businesses.

4. Disclosure for interest

By no later than the expiration date of this call for tenders, parties interested in being invited to tender, provided they meet the requirements, are required to:

- Submit their application by registering in the FGS Procurement Portal (link: <https://supplier-registration.finmeccanica.com>) and proceed, after obtaining their credentials, with the provision of the requested data. Suppliers who are already registered on the Supplier Portal and have their access credentials, are requested to confirm and update any data and information previously entered in the system.
- Communicate their Disclosure of interest by accessing the reserved area of the FGS Procurement Portal (<https://procurement.finmeccanica.com>), responding to the invitation to tender (within the portal is a Manual entitled "*Responding to a Call for Tenders*") and uploading the following documents:
 - a statement issued by at least one bank or intermediary (at least two for tenders worth more than 10 million euros) authorized according to Legislative Decree n. 385/93, attesting to their financial and economic capability/strength (the so called Bank References);



- **an evidence and/or a self-certification attesting annual turnover of the last three year and the average value (2013 – 2014 - 2015);**
- **copy of required Certification (AS/EN9100 and/or AS/EN9120);**
- **disclosure of Interest on Leonardo module duly filled in and signed by the owner/legal representative;**
- **Sub-Licensee Non-Disclosure Agreement (SNDA) duly filled and signed;**
- **an evidence and/or a self-certification attesting that the Supplier is included in Manufacturing License Agreement (MLA).**

Please note that after the expiration time of this invitation to tender, it will no longer be possible to respond to the call and communicate your disclosure of interest.

In any case, applicants who communicate their disclosure for interest must acknowledge and accept that they cannot claim any right to be invited to tender, with no obligation on the part of FGS to provide any reasons.

For those who may be invited to tender, if they have not already been pre-qualified or qualified by FGS, a process of pre-qualification will begin on the Procurement Portal. This process will require them to provide additional documentation to support the evaluation of their ethical, legal and economic/financial requirements.

5. Handling of data

Pursuant to Legislative Decree 196/03, we hereby inform that the data supplied by the parties concerned are dealt with by FGS for purposes related to the public tender and for any subsequent phase of the process as well as drafting and contract management. The owner of the data is the Leonardo S.p.A. – Aerostructures Division, with registered offices in Rome - 00195, Piazza Monte Grappa, 4.

6. Regulations as per Legislative Decree 231/2001 and Anti-corruption Law

By communicating their disclosure of interest, each applicant acknowledges and agrees their prior acceptance of the Code of Ethics of Leonardo S.p.A. – Aerostructures Division and the Anti-Corruption Code of the Leonardo Group, which is a prerequisite for participation in the tender procedure and therefore, in case of invitation to participate, they agree to comply with the provisions contained therein. The aforementioned documents are available from the website www.leonardocompany.com - "Leonardo Group" section on the "Ethics and Compliance" page.

7. Other information



The arrangements for submitting the bids, any other grounds for exclusion from the tender and other information, will only be communicated to those who, following the forwarding of their disclosure of interest, together with the documents mentioned herein and the verification by Leonardo of the minimum tendering requirements set out in this call for tenders, will be invited to participate in the bidding process.

This request is not binding in any way for this company nor the beneficiaries of the supply and should not lead to expectations whatsoever about the entities presenting their disclosure of interest. Leonardo, with incontestable discretion, reserves the right not to award the tender, to award only part of the contract, to restart the tender procedure or to make changes to this invitation to tender.

Finally, please note that this tender procedure and the related contract are subject exclusively to the rules of private law, ruling out the applicability of the Public Contracts Code (Legislative Decree no. 163/2006) and its implementing measures, even in the presence of explicit references to specific provisions of the Public Contracts Code (or its implementing measures) contained, optionally, in the invitation to tender or documents related to it.

Yours faithfully

Leonardo Aerostructures Division
Procurement Director
Salvatore Mazzeola