

**TO PARTICIPATE IN THE TENDER UNDER THE CODE № AIA-SKAD-55/25**

This invitation is given in addition to AIA CJSC (hereinafter the Customer or the Company) announcement of tender conducted under the code AIA-SKAD-55/25 for purchasing of CISCO chassis (or similar) and Catalyst (or similar) switches for the company needs”

**Section 1. Name and Description of the Goods (Work, Service) to be Purchased**

<b>Name of the Goods (Work, Service)</b>	CISCO chassis (or similar) and Catalyst (or similar) switches purchase		
<b>Descriptions, technical and other characteristics of goods (work, service)</b>	The participating company must submit a "Manufacturer's Authorization Form" (MAF) for all mentioned products/services. The product/services must be fully compatible with the airport's existing Cisco equipment. The supplier must install and commission the supplied products by a specialist certified by the manufacturer.		
	<b>C9300X-24HX-A</b>	Catalyst 9300 24-port mGig UPoE+, Network Advantage	30
	CON-SNT-C9300X3A	SNTC-8X5XNBD Catalyst 9300 24-port mGig UPoE, Networ	30
	C9300-NW-A-24	C9300 Network Advantage, 24-port license	30
	SC9300UK9-179	Cisco Catalyst 9300 XE 17.9 UNIVERSAL UNIVERSAL	30
	PWR-C1-1100WAC-P	1100W AC 80+ platinum Config 1 Power Supply	30
	PWR-C1-1100WAC-P/2	1100W AC 80+ platinum Config 1 Secondary Power Supply	30
	CAB-TA-EU	Europe AC Type A Power Cable	60
	SSD-240G	Cisco pluggable USB3.0 SSD storage	30
	STACK-T1-50CM	50CM Type 1 Stacking Cable	30
	CAB-SPWR-30CM	Catalyst Stack Power Cable 30 CM	30
	TE-C9K-SW	TE agent for IOSXE on C9K	30

C9300-DNA-A-24	C9300 DNA Advantage, 24-port Term Licenses	30
C9300-DNA-A-24-5Y	C9300 DNA Advantage, 24-Port, 5 Year Term License	30
TE-EMBEDDED-T	Cisco ThousandEyes Enterprise Agent IBN Embedded	30
TE-EMBEDDED-T-5Y	ThousandEyes - Enterprise Agents	30
D-DNAS-EXT-S-T	Cisco DNA Spaces Extend Term License for Catalyst Switches	30
D-DNAS-EXT-S-5Y	Cisco DNA Spaces Extend for Catalyst Switching - 5Year	30
PI-LFAS-T	Prime Infrastructure Lifecycle & Assurance Term - Smart Lic	30
PI-LFAS-AP-T-5Y	PI Dev Lic for Lifecycle & Assurance Term 5Y	30
C9300X-NM-8Y	Catalyst 9300 8 x 10G/25G Network Module SFP+/SFP28	30
NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	30
SFP-10/25G-LR-S	10/25GBASE-LR SFP28 Module	120
<b>PWR-C1-1100WAC-P=</b>	1100W AC 80+ platinum Config 1 Power Supply	30
<b>C9300X-48HX-A</b>	Catalyst 9300 48-port mGig UPoE+, Network Advantage	8
CON-SSSNT-C9300XY4	SOLN SUPP 8X5XNBD Catalyst 9300 48-port mGig UPoE+, Networ	8
C9300-NW-A-48	C9300 Network Advantage, 48-port license	8
SC9300UK9-179	Cisco Catalyst 9300 XE 17.9 UNIVERSAL UNIVERSAL	8
PWR-C1-1100WAC-P	1100W AC 80+ platinum Config 1 Power Supply	8
PWR-C1-1100WAC-P/2	1100W AC 80+ platinum Config 1 Secondary Power Supply	8
CAB-TA-EU	Europe AC Type A Power Cable	16
SSD-240G	Cisco pluggable USB3.0 SSD storage	8
STACK-T1-50CM	50CM Type 1 Stacking Cable	8
CAB-SPWR-30CM	Catalyst Stack Power Cable 30 CM	8
TE-C9K-SW	TE agent for IOSXE on C9K	8
C9300-DNA-A-48	C9300 DNA Advantage, 48-Port Term Licenses	8
C9300-DNA-A-48-5Y	C9300 DNA Advantage, 48-Port, 5 Year Term License	8
CON-SSTCM-C93A48	SOLN SUPP SW SUBC9300 DNA Advantage	8
TE-EMBEDDED-T	Cisco ThousandEyes Enterprise Agent IBN Embedded	8

TE-EMBEDDED-T-5Y	ThousandEyes - Enterprise Agents	8
D-DNAS-EXT-S-T	Cisco DNA Spaces Extend Term License for Catalyst Switches	8
D-DNAS-EXT-S-5Y	Cisco DNA Spaces Extend for Catalyst Switching - 5Year	8
PI-LFAS-T	Prime Infrastructure Lifecycle & Assurance Term - Smart Lic	8
PI-LFAS-AP-T-5Y	PI Dev Lic for Lifecycle & Assurance Term 5Y	8
C9300X-NM-8Y	Catalyst 9300 8 x 10G/25G Network Module SFP+/SFP28	8
NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	8
SFP-10/25G-LR-S	10/25GBASE-LR SFP28 Module	32
<b>C9500-48Y4C-A</b>	Catalyst 9500 48-port x 1/10/25G + 4-port 40/100G, Advantage	5
CON-SNT-C9504YA4	SNTC-8X5XNBD Catalyst 9500 48-port 25/100G only, Adva	5
CAB-9K10A-EU	Power Cord, 250VAC 10A CEE 7/7 Plug, EU	10
C9K-PWR-650WAC-R	650W AC Config 4 Power Supply front to back cooling	5
C9K-PWR-650WAC-R/2	650W AC Config 4 Power Supply front to back cooling	5
C9K-T1-FANTRAY	Catalyst 9500 Type 4 front to back cooling Fan	10
C9500-NW-A	C9500 Network Stack, Advantage	5
S9500UK9-179	Cisco Catalyst 9500 XE 17.9 UNIVERSAL	5
C9K-F1-SSD-240G	Cisco pluggable SSD storage	5
C9500-DNA-48Y4C-A	C9500 DNA Advantage, Term License	5
C9500-DNA-A-5Y	DNA Advantage 5 Year License	5
PI-LFAS-T	Prime Infrastructure Lifecycle & Assurance Term - Smart Lic	15
PI-LFAS-AP-T-5Y	PI Dev Lic for Lifecycle & Assurance Term 5Y	15
NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	5
QSFP-100G-LR4-S	100GBASE LR4 QSFP Transceiver, LC, 10km over SMF	32
<b>C9606R</b>	Cisco Catalyst 9600 Series 6 Slot Chassis	2
CON-SNT-C9606R	SNTC-8X5XNBD Cisco Catalyst 9600	2
C9600-NW-A	Cisco Catalyst 9600 Network Advantage License	4

S9600UK9-178	Cisco Catalyst 9600 XE 17.8 UNIVERSAL	2
C9600-CAMPUS-CORE	Catalyst 9600 Campus Core Deployment; For Tracking Only	2
C9606-FAN	Cisco Catalyst 9600 Series C9606 Chassis Fan Tray	2
C9606-PWR-BLANK	Cisco Catalyst 9600 Series Blank for Power Supply Slot	4
C9600-DNA-A	Cisco Catalyst 9600 DNA Advantage Term License	2
C9600-DNA-A-5Y	Cisco Catalyst 9600 DNA Advantage 5 Year License	2
PI-LFAS-T	Prime Infrastructure Lifecycle & Assurance Term - Smart Lic	6
PI-LFAS-AP-T-5Y	PI Dev Lic for Lifecycle & Assurance Term 5Y	6
C9600X-SUP-2	Cisco Catalyst 9600 Series Supervisor 2 Module	2
C9K-F2-SSD-960GB	Cisco Catalyst 9600 Series 960GB SSD Storage	2
C9600X-SUP-2/2	Cisco Catalyst 9600 Series Redundant Supervisor 2 Module	2
C9K-F2-SSD-960GB	Cisco Catalyst 9600 Series 960GB SSD Storage	2
C9600-LC-24C	Cisco Catalyst 9600 Series 24-Port 40GE/12-Port 100GE	2
C9600-LC-24C	Cisco Catalyst 9600 Series 24-Port 40GE/12-Port 100GE	2
C9600-LC-48YL	Cisco Catalyst 9600 Series 48-Port 25GE/10GE/1GE	2
C9600-LC-48TX	Cisco Catalyst 9600 Series 48-Port Copper	2
C9600-PWR-2KWAC	Cisco Catalyst 9600 Series 2000W AC Power Supply	8
CAB-TA-EU	Europe AC Type A Power Cable	4
NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	2
<b>SFP-10/25G-LR-S=</b>	10/25GBASE-LR SFP28 Module	152
<b>QSFP-40G-LR4=</b>	QSFP 40GBASE-LR4 OTN Transceiver, LC, 10KM	20
<b>QSFP-100G-LR4-S=</b>	100GBASE LR4 QSFP Transceiver, LC, 10km over SMF	40
<b>N9K-C93180YC-FX3</b>	Nexus 9300 48p 1/10/25G, 6p 40/100G, MACsec, SyncE	2
CON-SNC-N9KC93X3	SNTC-NCD Nexus 9300 48p 1/10/25G, 6p 40/100G, MAC	2
MODE-NXOS	Mode selection between ACI and NXOS	2
NXK-ACC-KIT-1RU	Nexus 3K/9K Fixed Accessory Kit, 1RU front and rear removal	2

NXA-FAN-35CFM-PE	Nexus Fan, 35CFM, port side exhaust airflow	8
NXK-MEM-16GB	Additional memory of 16GB for Nexus Switches	2
NXA-PAC-650W-PE	Nexus NEBs AC 650W PSU - Port Side Exhaust	4
CAB-9K10A-EU	Power Cord, 250VAC 10A CEE 7/7 Plug, EU	4
C1A1TN9300XF-3Y	DCN Advantage Term N9300 XF, 3Y	2
SVS-B-N9K-ADV-XF	EMBEDDED SOLN SUPPORT SWSS FOR ACI NEXUS 9K	2
<b>R-ISE-VMC-K9=</b>	Cisco ISE Virtual Machine Common PID	1
CON-ECMU-RISE9KVM	SWSS UPGRADES Cisco ISE Virtual Machine Common PID	1
<b>ISE-SEC-SUB</b>	Cisco Identity Service Engine Subscription	1
ISE-P-LIC	Cisco Identity Service Engine Premier Subscription	300
SVS-ISE-SUP-B	Basic Support for Identity Service Engine Subscription	1
<b>UCS-M6-MLB</b>	UCS M6 RACK, BLADE MLB	1
UCSC-C220-M6S	UCS C220 M6 Rack w/o CPU, mem, drives, 1U wSFF HDD backplane	2
CON-L1NBD-UCSCSC22	CX LEVEL 1 8X5XNBD UCS C220 M6 RackU	2
CIMC-LATEST	IMC SW (Recommended) latest release for C-Series Servers.	2
UCS-M2-960G	960GB SATA M.2	2
UCS-M2-HWRAID	Cisco Boot optimized M.2 Raid controller	2
UCSX-TPM-002C	TPM 2.0, TCG, FIPS140-2, CC EAL4+ Certified, for M6 servers	2
UCSC-RAIL-M6	Ball Bearing Rail Kit for C220 & C240 M6 rack servers	2
UCSC-BBLKD-S2	UCS C-Series M5 SFF drive blanking panel	18
UCSC-PSU-M5BLK	Power Supply Blanking Panel for M5 servers	2
UCS-DIMM-BLK	UCS DIMM Blanks	62
UCSC-HSLP-M6	Heatsink for 1U/2U LFF/SFF GPU SKU	2
UCSC-FBRS-C220M6	C220M6 HH Riser3 blank	2
CBL-SAS-C220M6	C220M6 SAS cable (1U); (Pismo HBA)	2
UCSC-RIS2H-220M6	C220 M6 Riser2 HH; x16; LPBkt; (CPU2)	2
UCS-CPU-I4310	Intel 4310 2.1GHz/120W 12C/18MB DDR4 2667MHz	2
UCS-MR-X16G1RW	16GB RDIMM SRx4 3200 (8Gb)	2
UCSC-SAS-220M6	Cisco 12G SAS HBA for (16 drives) w/1U Brkt	2
UCS-HD900G15K12N	900GB 12G SAS 15K RPM SFF HDD	2

	UCSC-PSU1-1200W	1200w AC Titanium Power Supply for C-series Rack Servers	2
	CAB-9K10A-EU	Power Cord, 250VAC 10A CEE 7/7 Plug, EU	2
	DC-MGT-OPTOUT	Intersight Opt Out	1
	OPTOUT-USE-IMCS	Customer using alternate systems mgt. tool: IMC Supervisor	1
	UMB-SEC-SUB	Cisco Umbrella Security Subscription	1
	760239401	Panel Recessed Angled UCP, 1U, for 4x Quick-Fit Cassettes, Flushmount, CPPR-QF-1U-E, Rear Cable Management, black	8
	760242369	Adapter Bracket Kit UCP/Quick-Fit to G2, for 4 Cassettes/Modules, QFIT-G2-ADPT-BRKT-4PK, black	8
	760245494	Cassettes Universal G2, 12xLC Duplex (24 Fibers), SM / MM, G2-SP-24LC, with Internal Shutters, incl. 4x Colored Faceplates, incl. Splice Tray, w/o Pigtails, black	8
	0-1427632-1	Cable Management Panel Kit, 1.75 D, d=76mm, 1U, COMMSCOPE, black	16
	0-1375255-2	VELCRO Cable Ties, 5/8" x 5 yards, black	8
	01.157.011.8 - 226001	Miracel 2 19" Server Rack, 42U, 800x2000x1000, VERTIV   Knuerr, Front and Double Rear Special Perforated Door: 83% - Cooling Optimized, Data Center Designed, 4x 19" Vertical Mounting Hole Extrusions (NOT T-SLOT), 8000N Load, incl. 2x Special Z-Brackets, incl. Earthing Set, incl. Units Marking, w/o Cylinder Lock, Protection Rating - IP 20, RAL 7021 / dark grey - FLAT PACKED	8
	01.149.053.8	Fan Top Cover for CoolBlast W800xD800, RAL7021, dark grey	8
	GS30018L	VERTIV Geist rPDU, Input Monitoring Phase (A) Monitoring (kWh; W; VA; PF; V; A), Circuit/Breaker Monitoring (A) Current, Individual Outputs Remote-Controlled, with Optional User Defined Time Delays and Sequential Power-Up, for Vertical Mounting, Input: Plug IEC-60309 1Ph/N/PE 6h 230Vac / 32A with 3m Power Cable, Output: 18x IEC-C13 and 6x IEC-C19, Supports up to 16 Sensors, Height 1683mm, incl. LED Display, incl. Dual Ethernet, incl. Mounting Brackets	8

	GTHD	VERTIV Geist Remote Environmental Sensor, Temperature/Humidity/Dew Point,Length 10 ft	8
	03.300.207.1	DI-Strip GST18 Plug System (Wieland) Compact, L=533, 19", 7 Sockets, F1, without Switch, RAL 7035 / light grey	8
	05.041.321.9	Front Panel Mounting Set, For Miracel/Smaract, M5, 100x Caged Nuts (1.5mm), 100x Oval Head Screws (Z Form), 20x T-Slot Spring Nuts, 20x Cylinder Screws (PU=240pc)	8
	AS2A0NNNMNNX000	APS 20K with 5kVA Installed, Extendable up to 20kVA, 1 Phase, 16 Bay Frame, Fully Modular and Hot Swap, Cabled for Max 6 (4x Working, 2x Redundant) Power Modules, Single Module Set for Modular Battery, with No Internal Distribution, incl. Static Bypass, incl. Maintenance Bypass	2
	APS5KPWRMOD2	APS 5kVA/4.5kW Modular Power Module, PM2 1Phase	2
	APSBATMODCL	APS Battery Module, 1 String - CSB HRL 1234W FR	4
	IS-UNITY-DP	Intellislot Unity Card, Provides SNMP/Web, Modbus, BACnet and Life Communication for   Thermal - HPC, CRV, PCW, PDX, HPM, NXL,   Power - GXT3, GXT4, NXC, EXS, APM, APS, EXL S1, ITA, ITA2, Compatible with VERTIV   Knuerr SN Sensors/	2
	181464G7	Sensor ICOM Temperature and Humidity, Product Family: Printed Circuit & Wiring Boards, Turnkey/Stuffed Assy, 27658003	2
	XDR-SEC-SUB	Cisco XDR	1
	XDR-ADV-EU	Cisco XDR Advantage Tier subscription - EMEA	300
	SVS-XDR-SUP-P	Premium Support Service for XDR	1

## Section 2. Qualification standards

Part N	Qualification standards	

1	<p><b>Correspondence of professional activity to the activity prescribed in the contract</b></p>	<p>Participant must be Cisco "Official Gold Partner" in Armenia.</p> <p>Certified Engineers</p> <p>Routing and Switching CCIE</p> <p>Enterprise Infrastructure CCIE</p> <p>Professional Data Center CCNP</p> <p>To meet these qualification criteria, the participant must submit an appropriate certification.</p> <p><i>Note: Participants may participate in the procurement process in a joint activity (consortium), in which case:</i></p> <ul style="list-style-type: none"> <li>- the joint activity agreement shall be attached to the application.</li> <li>- the joint qualifications of all members of the joint activity agreement are taken into account when evaluating the application</li> <li>- the joint activity agreement members shall be jointly and severally liable</li> <li>- the party(ies) to the joint activity agreement may not submit a separate application to the same procedure</li> </ul>
2	<p><b>Professional experience</b></p>	<p>The participating company must have at least 3 (three) successful experiences of supplying equivalent volume and similar products/services in the last 3 (three) years.</p> <p>To verify these qualification criteria, the participant must submit an execution act or similar document that confirms the successful implementation of these projects.</p> <p>NOTE: The dates specified in this invitation are calculated taking into account the following legal acts: Items 2 and 3 of Article 31 of the RA Law &lt;&lt;On Normative Legal Acts&gt;&gt; and Article 327 and Item 1 of Article 328 of the RA Civil Code</p> <p><i>Note:</i></p> <p><i>The deadlines specified in this invitation are calculated taking into account the following legal acts: Article 31, paragraphs 2 and 3 of the RA Law &lt;&lt;On Regulatory Legal Acts&gt;&gt; and Article 327 and Article 328, paragraph 1 of the RA Civil Code.</i></p>
3	<p><b>Technical means</b></p>	

		N/A
4	<b>Financial resources</b>	<p>In order to certify the "financial resources" qualification criterion, the participant shall submit the documents listed below:</p> <ol style="list-style-type: none"> <li>1. Extract from his bank account on the availability of funds (minimum for the previous 1 (one) month) or a reference from the bank about the absence of locked accounts</li> <li>2. Loan agreement substantiating the availability of funds, concluded with a bank or credit organization (if available),</li> <li>3. Announcement that the financial means of the participant are sufficient for the timely delivery of the entire volume of the goods (works, services) to be purchased under this invitation</li> </ol> <p>Prior to the conclusion of the contract, the participant who has received the contract proposal is obliged to submit to the commission the documents substantiating the statement provided for in this part: As such a document, the participant submits a bank statement.</p>
5	<b>Work resources</b>	The participating organization must submit a statement that it has and will provide all necessary labor resources for the provision of the goods/services provided in Section 1 of the invitation, from local stock
6	<b>Warranty</b>	<p>A 5-year warranty is required for the specified products/services.  24/7 technical support available if necessary.  To verify this service, the participant submits a statement  Local stock must be available by the next business day for warranty replacement of devices  To verify the guarantee provided, the participant presents a statement.</p>
7	<b>Training</b>	<p>Laboratory training, if necessary.  To certify this service, the participant submits a statement.</p>
8	<b>Duration</b>	The product/service must be delivered no later than 9 (nine) months after the conclusion of the contract.

### Section 3. Requirements to the participation right and their evaluation procedure

Part N	Type of participation right	
1	<b>Information on not being involved in bankruptcy, insolvency or liquidation processes</b>	<ol style="list-style-type: none"> <li>1. The standard of participation right prescribed by this clause is estimated on the basis of Participant's statement on not being involved in bankruptcy, insolvency or liquidation processes and on not being included in the list of participants who are not eligible to participate in procurement procedure.</li> </ol>

		<p>Before concluding the contract, the participant who has received a proposal to enter into a contract is obliged to submit the documents confirming the statement prescribed by this clause upon the request of the Committee. As such a document, the Participant submits a certificate issued by the RA Judicial Department stating that the given participant is not involved in the process of insolvency, bankruptcy or liquidation (if the Participant is a company registered in the Republic of Armenia) or, if the Participant is a foreign organization, it must submit a certificate issued by the relevant competent authority to state that the given Participant is not involved in the process of insolvency, bankruptcy or liquidation. This document shall be translated into English, verified by notary, and apostilled (if as per Apostille Convention, Armenia requires apostille from that particular country, to recognize validity of such documents).</p>
2	<p><b>Information on not being included in the list of participants who are not eligible to participate in procurement procedure</b></p>	<ol style="list-style-type: none"> <li>1. When evaluating the standard of participation right prescribed by the present part the Procurement Coordinator checks the information at the website <a href="http://www.gnumner.am">www.gnumner.am</a> based on the participant's statement on not being included in the list of participants who are not eligible to participate in procurement procedures, in relation whereof the Committee announces about the truthfulness or not truthfulness of the information submitted by the Participant during the Committee session on "Determining in winner".</li> <li>2. If the Participant has presented inaccurate information on the requirement set forth in this clause, the Participant is immediately declared as disqualified and is deprived of the right to further participation in the procurement procedure.</li> </ol>
3	<p><b>Information on the nonavailability of dominant position abuse and anti-competitive agreement</b></p>	<ol style="list-style-type: none"> <li>1. In its bid the participant presents a statement approved by him on the nonavailability of dominant position abuse and anti-competitive agreement.</li> <li>2. If during the procurement procedure, before signing the contract, it appears that the Participant has presented inaccurate information on the requirement set forth in this clause, the Participant is immediately declared as disqualified and is deprived of the right to further participation in the procurement procedure and to conclude a contract.</li> </ol>
4.	<p><b>Constituent documents</b></p>	<p>The participant submits copies of the following documents:</p> <ol style="list-style-type: none"> <li>1. Extract from the Unified State Register (as of at least the previous month) or, in the case of a foreign legal entity, a copy of another relevant document certifying the registration of the legal entity.</li> <li>2. Copies of all its amendments to the charter</li> </ol> <p>In case of a foreign legal entity, the documents required under this Section shall be</p>

		translated into English, verified by notary, and apostilled (if as per Apostille Convention, Armenia requires apostille from that particular country, to recognize validity of such documents).
5.	<b>Due Diligence</b>	Before signing the contract, the first-place winner is obliged to undergo a due diligence at the request of the Commission and shall fill in an appropriate questionnaire, which will be presented to the given participant additionally.

#### **Section 4. Form, place, day and time for opening the bids**

1. The bids are opened at the following address of AIA: Conference hall located at the administration building N3, Zvartnots International Airport, 0042, Yerevan on the 19th of May, 2025 at 15:00. In order to participate in the session for opening the bids, the participants should present identity document, as well as the document certifying authority. In case a sole executive body (director, CEO etc.) participates in person passport and the relevant Extract from the Unified State Register (as of at least the previous month) or, in the case of a foreigner, a copy of another relevant document certified by him / her should be presented, which certifies the fact that the person was appointed as sole executive body, and in case of an authorized person, a power of attorney duly issued by a legal entity is presented.
2. During session of opening the bids, according to the registration order the envelopes presented by the Committee are opened and the submitted documents are published, after which a time out is announced for a period determined by the Committee.

#### **Section 5. Conditions for the submitting the bid, including the form, place, period and language of the bid, the validity period of the bids**

1. The deadline for submission of bids as hard copy is the 19 of May, 2025 at 15:00.
2. The bids shall be submitted in Armenian or English.
3. The bids shall be submitted as hard copy. In case the bids are submitted as hard copy, the suggestions of the participant, the documents related to them are put inside the envelope, which is glued and sealed (in case the requirement for sealing is applicable for the aforementioned participant) by the participant. The price bid envisaged by Form 5 shall be placed in the general package of documents in separate sealed and signed envelope.
4. The documents in the envelope should be presented in one original plus one duplicate copy.
5. The words "original" and "copy" shall be written on the document packages respectively.
6. The envelope and documents prescribed by the invitation that are prepared by the participant should be signed by the supervisor of the participant or by the person authorized by the supervisor (hereinafter the Agent).
7. If the bid is submitted by the Agent, the document confirming the authorization of the latter (power of attorney) is submitted in the bid.
8. the following information is mentioned on the envelope in Armenian or English:
  - a) name of the customer and the place for submitting the bid (address)

- b) tender procedure code
- c) words “Do not open before the session for opening the bids”
- d) name of the participant, the location and the telephone number, address and e-mail address (if the participant has an e-mail address).

- 9. The bids are registered in the registry book by the procurement coordinator following the order of the receipt, by mentioning the registration number, day and time on the envelope. Upon request of the participant the latter is provided with a reference about that.
- 10. The bids are valid until the contract is signed.

**Section 6. If the purchase is implemented in portions and participants are allowed to submit bids for only part of the purchased goods, works and services, the conditions and the procedure will be the following:**

The goods and services specified in Section 1 of this Invitation shall be regarded as one batch.

**Section 7. The procedure for calculating the price presented in the bid. Note stating that besides the goods, works and other services the proposed price also includes the cost of transportation, insurance, duties, taxes and other expenses and it can't be less than their self-cost, calculation of which should be presented in the bid**

- 1. The offered price, in addition to the cost of the **product (work, service)**, includes the expenses borne by the Participant in terms of transportation, insurance, duties, taxes and other payments.
- 2. The price offered by the Participant cannot be less than the self-cost of the service to be rendered, the calculation of which should be presented upon an additional request by AIA.
- 3. If, as a result of simultaneous negotiations, the Participant makes a new price offer, which is lower than the calculation of the self-cost presented in the initial price offer, the Participant, in case of winning first place, shall submit the calculation of the new price offer before signing the contract to certify that the new price offered is not lower than the self-cost of the product (work, service). If the Participant fails to verify the new price offered by him during the simultaneous negotiations and the new estimation of the self-cost of the presented price is assessed by the Committee as not trustworthy, the Committee shall consider such participant as disqualified as a result of which the procedures defined by this invitation shall be applied. The new price estimation presented by the participant shall be estimated as not trustworthy by the Committee, if the participant has made such reduction(s) from the elements of the self-cost for justifying the new price, which are not grounded by other documents or information submitted by the participant.

**Section 8. Requirements related to securing the execution of the bid and the contract**

/Not applicable/

### **Section 9. Grounds for rejecting the bid**

1. The bid submitted by the participant is rejected if for any objective standard it does not correspond to the Invitation requirements, if the documents and information defined under the present invitation were not submitted by the participant or the bid submitted by the participant does not otherwise correspond to the requirements of the present invitation.
2. All the data submitted by the first-place winner in the competition will be verified by AIA. In case of discrepancy between the submitted data and the verification results, the participant will be considered as unqualified.

### **Section 10. The Procedure for assessing the bids and selecting the winner**

1. After opening the envelopes and publishing the documents available in them the Committee declares a time out for studying the submitted documents. Depending on the time consumption of the process of studying the presented documents the committee may define the duration for the time out to be up to 5 working days.
2. When announcing the time out, the Committee informs the participants that under the procedure defined by the invitation during the next session the committee will hold simultaneous negotiations with the participants that met the standards other than those related to the price, for purposes of bargaining the price offers.
3. After announcing the time out the members of the Committee study the submitted documents and assess the offers not related to the price. When assessing the offers not related to the price (qualification standards, participation right, the technical specifications etc.) the Committee takes a decision on whether such offers not related to the price correspond or not correspond to the terms and conditions of the invitation. If the bid submitted by any participant does not correspond to the standards of the invitation not related to the price the facts that served as grounds for not meeting the requirements are stated in the Committee's minutes of the meeting.
4. The standards not related to the price that are defined by the invitation are assessed in the following manner:
  - a) "Right to participate in the procurement procedure"- the standard not related to the price is assessed based on the Participant's declaration on not being involved in the process of bankruptcy, insolvency or liquidation and on not being included in the list of the participants not eligible to bid.
  - b) "Qualification standards"- in case of assessing the standard not related to price the participants whose qualification standards according to the submitted documents do not correspond to the qualification standards defined by the invitation are stated in the procurement procedure minutes of the meeting.When assessing the standard of the participation right defined by the present sub-clause "a" based on the participant's declaration on not being included in the list of the participants not eligible to participate in the procurement procedure the Purchase coordinator checks the aforementioned information on the website [www.gnumner.am](http://www.gnumner.am) about which a statement is made at the Committee's session on Determining the

- winner related to the truthfulness or not truthfulness of the declaration submitted by the participant. If the participant has submitted inaccurate information regarding the requirement prescribed the present clause the participant is immediately declared as disqualified and is deprived of the right to participate in the further procurement procedure.
5. The Committee's next session convened after the session of opening the bids is the tender negotiations session. Such session has a quorum if the two third of the Committee members are present in the session.
  6. The chairman of the Committee (his/her alternate) announces the results of the bids assessment and informs the participants present at the meeting which participant's offers not related to the price do not correspond to the requirements of the invitation in the result of which such participant is considered as disqualified.
  7. The Committee is entitled to require from the participant a clarification on the inaccuracies available in the provisions of the submitted bid. In such case if the explanation presented by the participant enables to make a clarification in the provision of the bid, the Committee, based on such clarification, declares the participant as qualified. Otherwise it is recorded that the offers not related to the price that are presented in the participant's bid do not correspond to the invitation requirements.
  8. If there are non-correspondences between the data written in numbers and in letters in the bid submitted by the participant the Committee takes into consideration what is written in letters.
  9. The chairman of the Committee (his/her alternate) once again clarifies to all the participant qualifying in regard to the requirements not related to the price (to the participants present at the meeting) the procedure for holding simultaneous negotiations and offers the procurement coordinator of the committee to provide to the participants the negotiations form.
  10. The chairman of the Committee fixes the time period for the negotiations that can be defined to be from 15 minutes up to one hour depending on the time consumption of presenting the price offers. When fixing the time period for the negotiations the Committee may take into consideration the suggestions of the tender participants.
  11. Once the time period for holding the negotiations is fixed the participants fill in the negotiations form (the model of the form is attached to the present annex) the new price offered by them (if offered by the participant).
  12. The chairman of the Committee collects the negotiation forms filled in by the participants at the same time; afterwards either the chairman of the Committee or another member of the Committee announces the names of the participants and the new prices offered by them.
  13. After announcing the new prices offered by the participants the chairman of the Committee again distributes the negotiation forms to the participants proposing to present a new price offer again.
  14. The simultaneous negotiation process mentioned above continues until the end of the defined negotiation period.
  15. At the end of the negotiation period, the chairman of the commission simultaneously collects the negotiation forms, announces the final prices, after which he announces a break: with the aim of announcing the first place winner of Tender. After the break, the chairman of the commission announces the first place winner of the Tender, clarifies that the participants can receive the minutes of the session from the procurement coordinator of the commission.
  16. The winner of the first place is determined:
    - 1) from the number of participants who submitted bids evaluated as sufficient, on the principle of giving preference to the participant who submitted the lowest price offer, or
    - 2) in case of equal final price offers, on the principle of giving preference to the highest total of the coefficients given to the non-price criteria. When using this method, in addition to the offered price there are also taken into account other non-price criteria when evaluating the bids.
  17. If according to the results of the tender the price offers of the participant that presented the best price offer are anyway higher than it was previously anticipated by AIA or if according to the studies conducted by AIA beforehand the prices offered in the result of the tender are higher than the market prices (there is a possibility to purchase the subject of the purchase at a lower price) the evaluation committee may offer the participant that presented the best price offer according to the results of the tender to modify the final price he/she has offered and conclude the contract with the reasonable price available in the market (at the reasonable, acceptable and available price according to the results of the

- study conducted by AIA). If the participant that presented the best offer according to the results of the tender does not agree with the offer of the Committee then based on the justified offer of the Committee the head of the company declares the tender void.
18. The chairman of the commission informs the first place winner that before signing the contract they will be obliged to undergo a due diligence and fill in a relevant questionnaire to be provided by the commission. The contract will be concluded only if a satisfactory conclusion is given based on the results of due diligence by AIA.
  19. A protocol is drawn up regarding the announcement of the first-place winner of the tender and shall be provided to all participants of the tender upon request. The break period for announcing the winner cannot exceed 5 working days, which is set for drawing up the final protocol by Commission (declaring the winner of the tender).

**Section 11. The order of getting clarifications on the procurement procedure, information on the meetings to be organized with the participants, as well as the name and the surname of the procurement coordinator of evaluation committee**

1. The participant is entitled to require a clarification on the invitation at least five working days before the deadline for submitting the bids expires.
2. The clarification is provided to the participant making the inquiry within three working days following the receipt of the inquiry.
3. The announcement on the inquiry and clarifications contents is published in AIA's website on the next day following the provision of the clarification to the participant making the inquiry, without stating the data of the inquiring participant.
4. Clarification is not provided if the inquiry was made in violation of the time limit defined under the present article, as well as when the inquiry is out of the scope of the invitation contents.
5. Changes may be introduced to the invitation at least five working days before the expiry of the deadline for submitting the bids.
6. An announcement is published on making changes and conditions for providing them in AIA's web site within three working days following the date of making the change.
7. In case of introducing changes the deadline for submitting the bids is calculated starting from the date of publishing an announcement on those changes in the bulletin. In case of introducing changes where a requirement for providing a security for the bids was defined for the procurement procedure, the participants are obliged to prolong the validity term of the security for the bid presented by them or present a new security for the bid.
8. A minutes of the meeting is made on the results of making a clarification and introducing changes in the invitation which is attached to the minutes of the meeting on the procurement procedure.
9. Inquiries and clarifications are accepted and released only in writing.
10. The procurement coordinator is Gurgen Sargsyan.

**Section 12. References to the provisions of the law and other legal acts**

1. The present invitation was made and the procurement procedure is conducted in accordance with the rules and procedures defined for Organizing AIA Procurement Procedure.
2. Being a company providing public services, AIA carries out purchases for its needs in accordance with the standards defined by Articles 3 and 52 of the RA Law "On Procurement", in keeping with the Procedure for Organizing the Procurement Process approved by AIA Director's Order No. 01/24/-L dated 23.01.2024.

**Section 13. Conditions for presenting the offer on concluding a contract and the manner of concluding the contract**

1. If the bidders submitted statements regarding their qualification criteria and certification of the right to participate in the tender, the Commission shall require the first place winner to submit documents substantiating the said statements before contract signing. Based on the results of studying these documents a decision shall be made regarding the compliance or non-compliance of the participant's qualification and other criteria, and the processes defined in the Procurement Procedure and in this invitation shall be implemented.
2. After receiving all the required documents from the first-place winner in accordance with this Invitation, if the Commission makes a decision on compliance of the qualification and other criteria, AIA shall send the draft contract within 10 days.
3. The participant who took the first place in the tender is obliged to study the draft of the contract within 5 working days and present his/her comments and suggestions (if available).
4. In case of reaching to a mutual agreement on the presented comments and/or proposals and once the relevant amendments are introduced to the contract if necessary, a contract is concluded between AIA and the participant who took the first place in the tender.
5. Once the contract is concluded if within its validity term in the result of market studies AIA finds out that there are cheaper prices for similar goods offered in the market by another Executor, AIA offers the winner to reduce the goods prices at the relevant amount. If the winner agrees to reduce the prices for the goods by the relevant amount corresponding changes are introduced to the contract. Otherwise if the Executor does not agree to AIA's offer on reducing the prices AIA becomes entitled to unilaterally terminate the agreement in the manner and within the terms defined under the contract. When AIA takes the decision to terminate the contract the risks related to the non- supply of the goods in the result of the contract termination are evaluated.
6. If a contract is concluded with the participant who took the first place in the tender and it is revealed during the validity term of the contract that during the procurement procedure, before the conclusion of the contract, the participant has presented inaccurate information on the nonavailability of abusing the dominant position and of anti-competitive agreement AIA is entitled to terminate the contract and claim a reimbursement for the losses.

**Section 14. Actions (inaction) related to the procurement procedure and (or) rights of the participant and the procedure for disputing the adopted decisions**

*The appeal regarding this procedure shall be carried out in accordance with the procedure established by the RA laws.*

**Section 15. Information on preparing, submitting, opening and evaluating the bid, as well as other information required about the purchases**

Besides the information and documents stated in the present invitation the condition of providing other information is NOT APPLICABLE

**Section 16. Instructions for preparing the bids**

**INSTRUCTION**

For preparing the bids for the tender

1. The present instruction is aimed at assisting the participants in the preparation of the bid.

2. In case it is expedient the participant may submit the required information in a form other than the forms proposed by the present instruction, in compliance with the required preconditions.
  3. In order to participate in the tender it is necessary to present to AIA a bid. A bid for the tender is the proposal prepared by the person willing to participate in the tender in the manner prescribed by the present invitation that is submitted to AIA (form N 2) and to which the documents required by the invitation and the present instruction are attached.
  4. The bid for the tender (all the enclosed documents) should be in Armenian or English.
  5. In order to certify its qualification standards the participant submits the corresponding documents and information on the qualification standards defined in Section 1 of the present invitation as an attachment to the proposal prescribed by Form 3 in a format corresponding to Form 3 attached to the present instruction.
  6. In order to certify its participation right the participant submits the corresponding documents and information on the participation right defined in Section 1 of the present Invitation as an attachment to the proposal prescribed by Form 3 in a format corresponding to Form 3 attached to the present instruction.
  7. The participant presents contract security measures as an attachment to the proposal prescribed by Form 2 in accordance with the conditions prescribed by Section 8 of the invitation. The security measures for the bid and the contract are presented in the format prescribed by the present instruction.
  8. The participant presents a price offer in the format prescribed by Form 5 of the present instruction.
  9. The participant should submit the bid in the manner prescribed by the present invitation.
  10. The participants proposals the documents related to them are put in an envelope which is glued and sealed by the person presenting it. The documents enclosed in the envelope consist of the original and its copies in the number defined by the invitation. On the packages of the documents the words "original" and "copy" are written respectively. The envelope and the documents prescribed by the invitation that are prepared by the participant should be signed by the person presenting them or by the person authorized by him/her (hereinafter the agent). If the bid for the tender is presented by the agent the bid should include a document on vesting such authority in the agent.
  11. The following should be stated on the envelope mentioned in Clause 10 of the present instruction in the language the bid was prepared:
    - a) name of the customer and the place of submitting the bid (address)
    - b) code of the tender
    - c) a note stating "Do not open before the session for opening the bid"
    - d) name of the participant, location and telephone number
- 4.3 The bids not complying with the requirements of Clause 10 and 11 of the present instruction are rejected and returned to the representative without opening.

**Proposal for tender participation**

\_\_\_\_\_ informs that he/she is willing to participate in tender with the code AIA-SKAD-55/25 announced

Participant's name

by "Armenia" International Airports" Closed Joint Stock Company and is submitting a bid in accordance with the announced tender and the invitation requirements.

\_\_\_\_\_ also informs, that he/she has

Participant's name

the right required for the fulfillment of the obligations prescribed by the invitation, as well as professional qualifications, technical means, financial resources and work resources.

Attached \_\_\_\_\_ pages.

(signature)

\_\_\_\_\_

Participant's name (Head's position, name, surname)

Seal

\_\_\_\_\_ 2025  
(day, month)

**Qualification standards**

<b>Part N</b>	<b>Qualification standards</b>	<b>Information provided by the Participant and Documents Names</b>
1	<b>Correspondence of professional activity to the activity prescribed by the contract</b>	The Participant completes the information required in Part 1 of Section 2 of the Invitation and attaches the required documents to the present form
2	<b>Professional experience</b>	The Participant completes the information required in Part 2 of the Section 2 of the Invitation and attaches the required documents to the present form
3	<b>Technical means</b>	The Participant completes the information required in Part 3 of the Section 2 of the Invitation and attaches the required documents to the present form
4	<b>Financial resources</b>	The Participant completes the information required in Part 4 of the Section 2 of the Invitation and attaches the required documents to the present form
5	<b>Working resources</b>	The Participant completes the information required in Part 5 of the Section 2 of the Invitation and attaches the required documents to the present form
6	<b>Warranty</b>	The Participant completes the information required in Part 6 of the Section 2 of the Invitation and attaches the required documents to the present form
7	<b>Training</b>	The Participant completes the information required in Part 7 of the Section 2 of the Invitation and attaches the required documents to the present form
8	<b>Duration</b>	The Participant completes the information required in Part 8 of the Section 2 of the Invitation and attaches the required documents to the present form

Attached \_\_\_\_\_ pages

\_\_\_\_\_  
Participant's name (Head's position, name, surname)

(signature)

Seal

\_\_\_\_\_  
2025 (day, month)

**Participation right**

<b>Part N</b>	<b>Type of participation right</b>	<b>Information provided by the Participant and Documents Names</b>
<b>1</b>	Information on not being involved in bankruptcy, insolvency or liquidation processes	The Participant presents the declaration prescribed in Part 1 of the Section 3 of the Invitation, as well as the required information (if necessary).
<b>2</b>	Information on not being included in the list of participants who are not eligible to participate in procurement procedure	The Participant presents the declaration prescribed in Part 2 of the Section 3 of the Invitation, as well as the required information (if necessary).
<b>3</b>	Information on the nonavailability of dominant position abuse and anti-competitive agreement	The Participant presents declaration prescribed in in Part 3 of the Section 3 of the Invitation, as well as the required information (if necessary).
<b>4.</b>	<b>Constituent documents</b>	The Participant presents declaration prescribed in in Part 4 of the Section 3 of the Invitation, as well as the required information (if necessary).

Attached \_\_\_\_\_ pages.

\_\_\_\_\_

Participant's name (Head's position, name, surname)

(signature)

Seal

\_\_\_\_\_ 2025 (day, month)

**Means of securing the bid and/or contract**

/Not applicable/
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Attached \_\_\_\_\_ pages.

\_\_\_\_\_

(signature)

Participant's name (Head's position, name, surname)

Seal

\_\_\_\_\_2025 (day, month)

**Estimate**

Having studied the Invitation for tender with the code AIA-SKAD-55/25 presented by you

\_\_\_\_\_  
Participant's name

proposes to conclude the contract for the offered consignments according to the attached price list.

	Description of equipment and services	Price offer	Comments
1	CISCO chassis (or similar) and Catalyst (or similar) switches		

✓ Note: This price offer should be placed in the general package of documents in a separate closed, sealed and signed envelope.

(signature)

\_\_\_\_\_  
Participant's name (Head's position, name, surname)

Seal

\_\_\_\_\_ 2025 (day, month)