

# **FRENCH PAVILIONS IN SINGAPORE & IN THAILAND 2026-2027 TENDER REGULATIONS**

Reference CS n° 25-05 - Publication OJEU n° b6759f33-8490-43cc-b305-e195fcc7db9e - 01

## **ARTICLE 1 – TENDER OBJECT**

The object of the following tender is to request a quotation for the production and construction of the French Pavilions organized by Business France and designed by the Exhibition Design and Services of Business France (called SCA) in Singapore and in Thailand in 2026-2027 and possibly in 2028 and 2029.

The bidder should propose the most suitable technical solutions and materials to that effect.

The quotation must include:

- Production
- Transportation
- Construction (build-up and dismantling)
- Maintenance during the trade show
- Cleaning at the end of build-up and dismantling
- Maintenance & Storage between trade shows of the custom made and standard elements specially built for Business France
- The relevant insurances

This tender concerns the following trade shows mentioned in Appendix 1 – list of trade shows (tab#1 for Lot #1 – Singapore, tab#2 for Lot#2 – Thailand).

Each bidder can submit an offer for 1 or 2 lots. Business France reserves itself the right to contract with 1 or 2 companies according to the lots.

## **ARTICLE 2 – CONDITIONS RELATING TO THE CONTRACT**

The following documents, enclosed in the tender offer, and the candidate offer, should be **initialed, dated, signed and stamped or electronically signed** :

- The Contract Model (which would be further completed and signed by Business France and the selected candidate);
- The Tender Specifications and its appendices;
- The General Conditions of Purchase and Payment;
- The present Tender Regulations.

The estimated calendar is as follows:

- Date of dispatch : 12<sup>th</sup> of July 2025
- Deadline to the reception of questions: 12<sup>th</sup> of August 2025 before 2:00 p.m (Paris Time)
- Deadline to submit an offer : **25<sup>th</sup> of August 2025 before 2:00 p.m (Paris Time)**

- Estimated deadline for requests of clarifications from Business France : from the 1<sup>st</sup> to the 19<sup>th</sup> of September, 2025
- Estimated deadline for negotiations audition: Week 39, 2025 (a teams invitation will be sent to you by e-mail a week prior). Given its nature in compliance with Articles L. 2113-15 and R 2123-1 of Code de la Commande Publique, Business France reserves itself the right to negotiate this contract with all candidates: the negotiations may potentially cover the design, prices, quantities, quality, and delivery times of the offer. Business France reserves itself the right to negotiate with the candidates; however, the contract may be awarded based on the initial offers.
- Estimated deadline for commission decision: between Week 43, 2025
- Beginning of the contract: January 1<sup>st</sup>, 2026

### ARTICLE 3 – HOW TO ANSWER

**All proposals must be submitted to the State Procurement Tenders Platform** (Plateforme des Appels d’Offres des Achats de l’Etat – PLACE) at the following address: <https://www.marches-publics.gouv.fr/index.php?page=entreprise.EntrepriseHome&lang=fr>

Applicants must submit a tender containing all the parts listed below in **one zipped file**:

- The tender files
- The application files

NB: **All documents shall be electronically signed or initialed, dated, signed and stamped .**

### 3.1 CONTENT OF THE OFFER

#### **The tender file:**

- The contract model
- The Tender Specifications
- The Tender Regulations
- The General Conditions of Purchase and Payment
- The offer detailed including:
  - **Anonymous** 2D and 3D views (**no logo, no signature, no stamp, no elements allowing to identify the candidate**). The 2D and 3D views requested as part of this contract are intended to quickly visualize your concept proposal; it should remain simple. At your discretion, you are free to use another method as long as your concept is visually accessible and understandable by everyone ;
  - A detailed technical description of the construction (information / explanation about the construction, material used, colors, items measurements...) ;
  - Description of the environment-friendly processes and solutions for this specific offer ;
  - A brochure (PDF file) of furniture (with pictures, items measurements, prices...);
  - As well as pictures of proposed furniture and pictures and/or videos of proposed materials ; the candidates can also choose to send samples by postal mail or by hand before the **25<sup>th</sup> of August, 2025 at 2:00 pm** (Paris Time) to

Secrétariat de la Commission des Appels d’Offres  
Business France

71-77 Boulevard St Jacques  
75998 PARIS Cedex 14 - FRANCE

“FRENCH PAVILIONS IN SINGAPORE & IN THAILAND 2026-2027”

**Business France** 77, boulevard Saint-Jacques 75014 Paris Tél. : 01 40 73 30 00  
Etablissement public à caractère industriel et commercial – SIRET 451 930 051 00052 – APE 8413 Z  
[www.businessfrance.fr](http://www.businessfrance.fr)

NAME OF YOUR COMPANY

CS 25-05

LOT#1 SINGAPORE **or** LOT#2 THAILAND

NE PAS OUVRIR

- The financial appendices (appendix 5a - Singapore and/or 5b - Thailand),
- The quantitative form (Appendix 3a - Singapore and/or 3b - Thailand).

**The application file:**

**NB: All administrative documents must be written in French or in English.** If another language is in vigor in your country, you must give to Business France a free translation of the following documents in English.

- The DC1 “application letter” duly attached in English or in French accessible via <https://www.economie.gouv.fr/daj/formulaires-declaration-du-candidat>
- DC2 “declaration of individual candidate” duly attached in English or in French accessible via <https://www.economie.gouv.fr/daj/formulaires-declaration-du-candidat> or documents relating to the person authorized to bind the applicant
- The DC4 (subcontracting) duly attached in English or in French accessible via <https://www.economie.gouv.fr/daj/formulaires-declaration-du-candidat>. There must be as many DC4 as numbers of subcontractors
- A valid and dated company registration certification
- Documents relating to the powers of the persons authorized to commit the applicant(s)
- Social regularity certificate: document delivered by organization managing the obligatory social system in your country and mentioning that you are up to date with social declarations and payment of dues OR equivalent document OR copy of the declaration and payment of social dues
- Intra-Community VAT identification number OR document indicating your identity and address OR details of your tax representative in France
- Statement of accounts and annual accounts for the last 3 financial years
- Affidavit duly attached
- The global risk assessment planned during all the duration of the contract (see risk assessment and method of statement samples duly attached). The selected company will have to provide each show organizer with these documents
- A copy of quality certificate if available
- An insurance certificate
- A summary presentation brochure of the applicant company
- Specific resources (human and technical resources), Conditions of transportation, Conditions of storage of the custom made and standard elements specially built for Business France. Location of warehouses, carriers, maintenance of furniture stored, etc. are welcome and will also be taken into consideration, Information about the team in charge of the program (including temporary and subcontracted staff)
- Research department, internal production resources (stock of available equipment, production workshops, etc.), subcontracted production resources, local operations in countries in question (office, subsidiary, representative, subcontractor, etc.)
- Communicate examples of projects (photos, film, etc.) involving the production and assembly of a joint pavilion and capacity to provide advice and meet the specific requirements (needs and challenges) of collective sections and any international experience
- Supply a list of clients (give minimum 2 references for similar services with trade shows names, town, country, number of sqm, clients name with details (phone number, email)) ; specify experience, if any, of working with Business France in this field.

### 3.2 PROCEDURE CONCERNING THE SENDING

All the offers must be submitted before: **the 25<sup>th</sup> of August 2025 at 2:00 p.m** (Paris local time)

**Any offer received after the date and time mentioned above will not be accepted.**

**All proposals must be submitted to the State Procurement Tenders Platform** (Plateforme des Appels d'Offres des Achats de l'Etat – PLACE) at the following address: <https://www.marches-publics.gouv.fr/index.php?page=entreprise.EntrepriseHome&lang=fr>

Applicants are to ensure that their tender has actually been sent (the platform issues an acknowledgement of receipt) by the deadline for submissions.

A message is issued stating that the tender submission procedure has been completed, after which an acknowledgement of receipt is sent by email, providing a specific time of submission (time-stamped).

**Important:** The applicant is responsible for ensuring that their tender arrives by the stated deadline. Tenders arriving after the date and time stated above will not be considered.

If you require technical assistance or have a question or problem, you may contact the website's technical advisers.

By phone: +33 1 76 64 74 07

By email: [place.support@atexo.com](mailto:place.support@atexo.com)

Once they have made their selection, the tenders committee will ask the successful applicant to return one original copy of the documents – duly initialed, signed, dated and stamped or electronically signed – via the platform.

For those who do not already have one, the [www.marches-publics.gouv.fr](http://www.marches-publics.gouv.fr) website provides all necessary information for obtaining an electronic signature certificate. A list of accredited certificates can be found at: <http://www.entreprises.minefi.gouv.fr/certificats/>.

Applicants are required to fill all the required documents electronically and sign individually and electronically any of them requiring a signature under these tender regulations.

**Zippping all the documents and providing an electronic signature for the zip file is not considered a valid way of providing a signature for documents for which this is required. If the documents contained in the zip file do not have their own individual electronic signature, the tender submission will be rejected.**

Applicants must only submit their offer on the electronic platform: <http://www.marches-publics.gouv.fr>

### 3.3 DEMATERIALIZATION

**This is an online procedure.**

Applicants may download the tender documents and submit their tender electronically via <https://www.marches-publics.gouv.fr/>

Specific recommendations for tenders submitted online:

### **1/ File format**

Applicants are asked to observe the following recommendations:

- Do not use unsafe formats such as “.exe” and “.bat”.
- Do not use certain unsafe tools, including “macros”.
- Ensure that the application document and tender are not too lengthy.

The formats and tools referred to above are likely to contain viruses, and their consequences for the tender are detailed in point 2 below. Furthermore, lengthy files increase the sending time, with the risk that they will arrive after the deadline.

### **2/ Anti-virus**

The applicant must treat any file forming part of the application and the tender with anti-virus software. When not accompanied by a back-up copy, applications and tenders submitted electronically and in which the contracting authority detects a virus may have to be repaired. Any electronic document relating to an application that has not been repaired or where repair has failed is deemed not to have been received at all and the applicant in question is informed thereof.

In the case of applications and tenders submitted electronically in which the contracting authority detects a virus and for which there is a back-up copy, the latter copy will be opened.

### **3/ Legibility**

Should applicants choose to include in the electronic envelope containing the application or tender any documents other than those requested in these tender regulations, they are required to scan them at a definition high enough to ensure legibility.

### **4/ Electronic signature**

Applications and letters of undertaking sent electronically or sent in an electronic format (hard copies) are to be signed electronically in accordance with the following procedure:

#### **4.1. The signatory's signature certificate**

The signatory uses a signature certificate:

\* Issued by a Certification Authority included in any of the following trusted lists:

In this instance, the applicant is not required to provide any proof for the signature certificate used to sign their response.

Or

\* Showing security conditions equivalent to those contained in the Référentiel Général de Sécurité (RGS) [French general security standards].

The applicant ensures that the certificate that they are using at least meets the security standards recommended on the purchaser's profile and provides all the elements required by the purchaser for checking such compliance.

In this instance, the applicant provides:

- The technical tools for verifying the certificate.

- The web address of the service provider's listing by country of establishment or, failing that, the public data relating to the signatory's signature, containing at least the revocation list and the certificate of the issuing electronic certification provider.

#### **4.2. Signature tool used by the signatory**

\* If the applicant uses the signature tool of the State Procurement Tenders Platform (Plateforme des Appels d'Offres des Achats de l'Etat – PLACE), they are not required to provide any usage instructions or information.

\* If the applicant uses a signature tool other than the one provided on the PLACE, they are required to:

- Produce XAdES, CAdES or PAdES signature formats.
- Enable verification by sending the elements required for verifying the validity of the signature and the integrity of the document at the same time, and this must be free of charge.

In this instance, the signatory describes the procedure enabling verification of the validity of the signature, providing:

- The link to where the verification tool can be obtained, with explanatory notes and installation requirements (type of executable and supported operating systems, etc.). The provision of notes in French is desirable.
- An alternative verification method should the purchaser find installation impossible (contact person to speak to, remote support and on-site support, etc.).

### **ARTICLE 4 - TENDER EVALUATION**

After the opening, will be eliminated offers:

- Unsuitable: any offer that responds unrelated by to Business France needs;
- Irregular: any offer which, while providing an offer to the Business France needs is incomplete or does not meet the requirements set out in the Contract notice of OJEU or tender documents;
- Unacceptable: any offer whose services implies conditions disregarding the law, or whose funding cannot be achieved by the budget allocated to the market after evaluation of the need to satisfy.

Clarifications may be requested to candidates, if the offer is not sufficiently clear and must be completed or if it appears abnormally low.

Business France reserves the right to declare the procedure unsuccessful if it has not received any offers that seem appropriate.

### **ARTICLE 5 - SELECTION CRITERIA**

Business France will award the contract to the bidder that submitted the most advantageous economical offer on the basis of the following criteria and their weighting :

For each lot:

	Mark on 20	Weight coefficient	Weighted mark
Price*		45%	
Quality of the offer **		30%	
Human and technical resources for ensuring quality service***		20%	
Environment-friendly solutions ****		5%	
<b>TOTAL</b>		<b>100%</b>	

**\*\*Price scoring method ( 45%)**

*(Amount of the best acceptable quote ÷ Amount of the offer of the candidate) x 20*

*The prices for the extra orders should remain reasonable in comparaison with Business France additional orders.*

**\*\* Quality of the offer (30%):** presentation of all quantitative forms properly and entirely full up, 2D and 3D colored views, catalog of furniture for extra orders, ability to advise Business France and respond to its specific needs and challenges.

**\*\*\* Human and technical resources (20%):** materials used, further information on the technical solutions, skills and experience of the staffs, the staff dedicated to the contract, description of the organization of the dedicated team with an unique interlocutor, number of trade shows that can be managed simultaneously, engineering consulting firm, means of internal production, subcontracting, presence abroad (subsidiary, office, subcontractors, etc.), solutions / process for the graphic files transmission, pictures or videos or samples of the proposed material.

**\*\*\*\* Environment-friendly solutions (5%):** description of your friendly processes and solutions for this specific offer, Appendix 7 - CSR questionnaire

The tenders will be evaluated **on the prices all taxes included**.

Taxes applicable have to be specified with percentage rate and amount.

The candidate with the highest global score will be chosen.

In case of equalscores, the contract is awarded to the bidder that submits the tender with the best price.

Business France reserves the right not to pursue the tender at any time.

## ARTICLE 7 – ADDITIONAL INFORMATION

Any additional information of an administrative and/or technical nature needed to prepare the tenders may be obtained by submitting your questions directly to the following address at the latest by **12<sup>th</sup> of August, 2025 before 2:00 p.m** (Paris Time).

<https://www.marches-publics.gouv.fr/index.php?page=entreprise.EntrepriseHome&lang=fr>

under reference: **CS 25-05**

You can find more detailed information about Business France on <http://www.businessfrance.fr>.