1. Basic Terms and Conditions

1.1. Project explanation

1.1.1. Initial situation

Rossmann Supermarkety Drogerynje Polska SP.z o.o, hereinafter called Rossmann (ClientCLIENT), operates a distribution warehouse at its site in Pyskowice for the supply of defined shops within Poland. The existing warehouse is to be extended by a new extension, in which complex, fully automated storage and conveyor systems are to be integrated.



Figure 1-1: Aerial picture Rossmann warehouse, Pyskowice / Poland

Client will contract a building constructions general contractor to detail and construct the building and building technology for the new building of the logistics centre at the site. In this respect, the building constructions general contractor is basically the main contact for the Logistics Contractor at the construction / technical building equipment interface.

By building the planned expansion of the existing warehouse site, Client is creating the conditions to accommodate the planned growth in Poland and thus ensure the supply of the own drugstores.

By Q1 2027, an automated high-bay warehouse with approx. 27,000 pallet spaces in 8 aisles and a warehouse height of approx. 45 meters, a Picking Gallery with integrated automated shuttle warehouse with integrated picking zones with approx. 110,000 bin location with a height of approx. 20 metres as well as various workstations connected to the conveyor system and a connection to the existing warehouse building via a bridge between the buildings are to be built in the expansion area.

The current concept envisages the following components for the warehouse extension:

- 8-aisle high-bay warehouse with single-deep storage, 26,880 pallet spaces and a height of approx. 45 meters;

- Automated shuttle warehouse in the Picking Gallery with approx. 110,000 bin locations with integrated picking areas with approx. 9,000 pick locations over 3 levels at a height of the automated shuttle warehouse of approx. 20 meters;
- Extensive pallet conveyor technology in the form of pallet conveyor systems and an RGV system on 2 levels with connection to 36 manual workstations / 3 automated workstations with robots for repacking the pallets and for replenishing the shuttle warehouse in the Picking Gallery to supply the pick location;
- Extensive container conveyor technology for connecting the repacking workstations and the shuttle warehouse in the Picking Gallery with the pick locations on the 3 levels;
- Extensive platform constructions to ensure accessibility to the picking zones in the shuttle warehouse and the various locations for maintenance / servicing and fault processing by trained personnel;
- A connection to the existing building via a conveyor bridge between the existing and the new building and
- The integration or connection of one or more material flow computers for the automatic storage/conveyor systems to the Client WMS.

This invitation to tender is a functional invitation to tender for automated storage/conveyor technology and the associated control technology based on joint planning by Client and Metroplan.

With this tender, Client defines the currently planned scope of supply and services of a general contractor for the logistics systems and asks potential general contractors for corresponding offers with this tender.



Figure 1-2: Architeture picture Rossmann warehouse, Pyskowice / Poland

1.1.2. Goals and intentions of Client

The success of the project and thus the achievement of objectives is decisively determined by:

- the functional efficiency, operational safety and reliability of the material flow technology (storage / conveyor / control technology), the MFS from Logistics Contractor and the WMS from Client; as well as the construction systems / building technology delivered by Client;
- the fulfilment of the required capacities and total throughputs;
- the continuous availability of the technical systems with 3-shift performance operation for the automated systems; this in conjunction with the MFC and WMS;
- the education / training and instruction of the operator personnel in the operation and maintenance of the storage / conveyor and control technology and the MFS;
- the timely completion of all systems (storage / conveyor / control technology incl. MFS and interface to the WMS from Client for the start of trial operation.

Client decided, considering its objectives and intentions, the complexity of the planned measure and the execution of the new construction project within a defined schedule as well as the importance of this measure for the entrepreneurial success, to have the further planning and execution of the logistics systems carried out by an independent contractor within the scope of a contract for work and services.

The functional tender is therefore designed as a general contractor tender.

1.1.3. Time Schedule

The following is an overview of the time schedule:

Issue of the tender document	**01.07.2024**
Submission of the offer	23.08.2024
Commencement of Negotiation Rounds	**03.10.2024**
Contracting	**14.11.2024**
Start testing on site	06.08.2026
Go-Live and starting Ramp-up phase	**28.01.2027**
Final acceptance	12.04.2027

The tender procedure is split into two Stages:

Stage 1- Tender calculation period, finalised by issue of the offer by bidders. In the next steps offer analysis, comparison and scoring is carried out by Rossman and Metroplan. On this basis Bidders are invited to one meeting in order to discuss technical aspects of their offer. Date and place will be confirmed by the Client at a later stage however it is planned to take place between 03.10.2024 and 08.11.2024. Following the technical clarifications Rossmann will decide on inviting bidders to the second stage.

Stage 2- Understood as the second and final negotiation round. Only three bidders will be invited to this round, and the main focus of the meeting is commercial and financial negotiations. Stage 2 ends with signing of the contract.

Client reserves the right to change the procedure and the schedule shown in the tender process. Neither Client nor the companies employed by Client can be held liable for any resulting consequences.

1.1.4. Responsibility of the Logistics Contractor

Within the scope of his tender preparation and the contract for work and services, the contractor as supplier has the following responsibilities and duties for all parts of the tender or for selected major trades:

- The contractor shall plan and deliver the systems and installations in the most reliable and best quality, in accordance with the state of the art at the time the order is placed and in accordance with public law and the special regulations applicable in Poland. Changes in the state of the art and requirements which are already known or foreseeable at the time the order is placed must be considered by the contractor at its own expense. Should the state-of-the-art change during the performance of the contract without this being known or foreseeable at the time the order was placed, the contractor shall immediately upon becoming aware of the change inform the Client of this and evaluate the alternative execution together with the Client.
- As the Logistic Contractor of the overall task or for the selected major trades, he assumes sole responsibility and at his own risk for his scope of supply and services in addition to the planning and execution tasks of the warehouse / control technology required for the realization of the project, all coordination and implementation monitoring, start-up as well as test and training tasks.
- The contractor shall accept the order according to its scope of delivery in full knowledge of the consequences for the Client of the technology and systems to be delivered / installed by them and in full knowledge of the problems and tasks which it must solve, insofar as this is recognizable from the tender documents. However, this restriction does not release the contractor from his obligation to draw the necessary conclusions from the documents and the further process and to derive detailed plans from them.
- In the event of execution latitude or interpretation problems, the ideas and intentions from the Client shall have unrestricted priority, unless the contractor has brought about clarification during the preparation of the offer. If the ideas and intentions of the Client are not clearly recognizable to the contractor, the contractor shall immediately talk with the Client about clarification. Sentence 1 shall only apply to points which have not been clarified in the construction discussion, implementation planning, detailed planning etc.

Upon acceptance of the order, the contractor shall be responsible for compliance with the following objectives pursued by the Client, which shall be included in the contract for work and services as warranted characteristics for his scope of delivery and performance:

- The functionality of the entire storage / control technology and the interface to WMS from the Client;
- The selection of products, components etc. in solid, wear-resistant industrial quality that meet functional requirements;