

Tender Document



**Competitive procedure with negotiation
for purchase of
costal ocean gliders for subsurface observations
to Institute of Marine Research, Norway.**

Project No. 19/03086



Tender Document
Competitive procedure with negotiation
Costal ocean gliders for subsurface observations

Page No.:
Page 2 of 19

Content:

1	APPENDICES	3
2	ABBREVIATIONS AND EXPRESSIONS	3
3	THE ASSIGNMENT	4
4	IMPLEMENTATION OF THE TENDER	6
5	QUALIFICATION CRITERIA – STEP 1	10
6	TECHNICAL SPECIFICATIONS – STEP 2	11
7	AWARD CRITERIA	14
8	REQUIREMENT FOR SUBMISSION	17



1 APPENDICES

Appendix No.	Appendix name
Appendix 1	Contract (draft) with appendices
Appendix 2	Declaration of commitment
Appendix 3	Reference form
Appendix 4	The award criteria form

2 ABBREVIATIONS AND EXPRESSIONS

The following abbreviations, names and expressions are used in the Procurement documents:

Abbreviation	Explanation
The Procurement Act	Norwegian Public Procurement Act of 17 June 2016, No. 73
The Public Procurement Regulations	Norwegian Public Procurement Regulations of 12 August 2016 No. 974
The Freedom of Information Act	Norwegian Freedom of Information Act of 19 May 2006, No. 16
The Public Administration Act	Norwegian Public Administration Act of 10 February 1967, No. 9
DOFFIN	The Norwegian database of public procurements
TED	Tenders Electronic Daily (European database of public procurements)
Contract	The contract refers to contract documents with relevant appendices and attachments.
Candidate	In this Tender, the term "Candidate" is used by all who are providers in the competition, regardless of the phase of the competition.
Tender document	The common term for the announcement and the procurement document with attachments.
Mercell	The Mercell tender management tool the customer uses to manage the tender competition.
Difi	Agency for Public Management and eGovernment. From 1 January 2020 Difi is a part of Norwegian Digitalisation Agency.

 Institute of Marine Research	Project No.: 19/03086 Date: 5 February, 2020
Tender Document Competitive procedure with negotiation Costal ocean gliders for subsurface observations	Page No.: Page 4 of 19

3 THE ASSIGNMENT

3.1 Contracting authority

The Contracting authority for this procurement is the Institute of Marine Research (IMR), Norway.

With more than 1000 employees, IMR is Norway's largest center for marine science. IMR's main tasks are to provide knowledge and advice to the Norwegian authorities on aquaculture, fisheries, food safety and the ecosystems in the Barents Sea, the Norwegian Sea, the North Sea and the Norwegian coastal zone. As a result, approximately fifty percent of IMR's activities are financed by the Norwegian Ministry of Trade, Industry and Fisheries.

IMR's headquarters are in Bergen, but important tasks are also carried out in IMR's departments in Tromsø and Flødevigen, and at the research stations in Matre and Austevoll. In addition, IMR has several owned and leased vessels at its disposal providing approximately 2500 cruise days per year.

More information about the IMR can be found at www.hi.no

3.2 Contract notice

The contract notice is found in DOFFIN (www.doffin.no), TED (www.ted.europa.eu) and in Mercell.

3.3 Scope of procurement

This tender applies to costal gliders for subsurface observations of essential costal variables (physical oceanography and biogeochemical measurements). Under the strategic initiative Coast-Risk / Coastwatch – the Norwegian Coastal Observing System of Systems two costal ocean gliders equipped with sensors for physical and biogeochemical measurements will be acquired.

The tender is a single purchase.

a. Operation site and environment

The operation site for the glider will be off the Mid-Norwegian coast with water depths ranging from approximately 50 m to 400 m. The gliders will encounter high and variable current speeds reaching 1 m/s, and vertical density differences of up to 8 kg/m³. The sampling is planned for the, at minimum, upper 150 m of the water column or to 20 m distance above seabed or closer when water depths are shallower.

b. Monitoring scope

The gliders will contribute to the monitoring of essential costal variables off the Mid-Norwegian coast (e.g. temperature, salinity, phytoplankton biomass and growth,

 Institute of Marine Research	Project No.: 19/03086 Date: 5 February, 2020
Tender Document Competitive procedure with negotiation Costal ocean gliders for subsurface observations	Page No.: Page 5 of 19

zooplankton quantification and dynamics, mesoscale eddy diffusion of nutrients and coloured dissolved organic matter). Near real-time salinity and temperature as a function of depth and geographical position from the gliders will be used for data assimilation with operational oceanographic models by The Norwegian Meteorological Institute. Mission lengths of several months' duration (minimum two months), with flexible sampling schemes are planned. Flexible is to be understood as sensors sampling at a set duty cycle in a set portion of the water column, and the parameters for the CTD and other sensors can be different. The glider must be buoyancy propelled.

See the announcement in Merccell for more information.

3.4 Options

With options means additional services and/or additional supplies that initially is not included in the scope of the contract. The contracting authority, at its own discretion, has the possibility to include option(s) in the contract scope at a later stage. Potential effectuation of options will be within 18 months of delivery of the gliders.

Options do not involve any obligation on the part of the contracting authority.

a. Option 1

Scientific echosounder – A scientific echosounder with one or several transducers (multi-frequency) mounted for data collection during descent or ascent. The echosounder should be able to store raw acoustic data, and with the possibility to be calibrated for quantitative use. The echosounder will be used to profile the water column for backscatter by zooplankton and fish with high range resolution. Broadband capabilities are preferable.

b. Option 2

Nitrate nutrient sensor – A full spectrum sensor with temperature/salinity compensation and real-time nitrate calculation capabilities suitable for glider deployments. The sensor should be able to measure nitrate over a wide range of environmental conditions in seawater, and data should be transmitted to shore from the vehicle.

c. Option 3

Imaging system for particles and plankton – An imaging system with light source to simultaneously image large particles and zooplankton (typically >100 µm), and to quantify particles/zooplankton in a known volume of water. The system should be able to store images onboard the vehicle for post mission analysis, transfer of number of particles per size intervals and depth bin from the vehicle is also of interest.

 Institute of Marine Research	Project No.: 19/03086 Date: 5 February, 2020
Tender Document Competitive procedure with negotiation Costal ocean gliders for subsurface observations	Page No.: Page 6 of 19

Provide a description of options 1, 2 and 3, if feasible, and price for each sensor integrated on a glider separately in Appendix 4.

3.5 Scope of contract

This tender includes two costal ocean gliders with sensors as described in Section 6.2 and options. For options see section 3.4 for information.

There is not an opportunity to bid on parts of the assignment.

3.6 The duration of the contract

The contract is valid from the conclusion of the contract and until the parties have fulfilled their obligations under the contract.

3.7 Contracting authority's reservations

The stated scope of the contract and contract value is estimates based on our current needs and preliminary information on prices.

The contracting authority reserves the right to make changes to the volume based on budget, political proceedings, competition for services, the contracting authority's activities and/or organization.

3.8 Procurement documents

The attached contract draft will be valid for this procurement, supplemented by relevant information provided in the competition process.

The candidates must familiarize themselves with the terms set out in the tender documents, the draft contract and the other procurement documents.

4 IMPLEMENTATION OF THE TENDER

4.1 Regulations

The procurement is subject to The Procurement Act and The Public Procurement Regulations, section I and III.

4.2 Form of competition

This acquisition follows the procedure for competition and negotiation. The procedure gives the contracting authority an opportunity to negotiate with the candidates. It is possible to negotiate on all sides of the bid, such as business terms, price and

 Institute of Marine Research	Project No.: 19/03086 Date: 5 February, 2020
Tender Document Competitive procedure with negotiation Costal ocean gliders for subsurface observations	Page No.: Page 7 of 19

technical specifications. The contracting authority reserves the right to set limits on what is to be negotiated.

The process is conducted in two steps:

Step 1: Qualification phase

The first stage is a 'qualification stage', which is open to all interested candidates.

All interested candidates can submit a request for participation in the competition.

Based on the requests received to participate in the competition, the contracting authority will 'pre-qualify' the candidates. Pre-qualification assesses whether the candidates meet the qualification requirements and that there are no grounds for rejection.

All qualified candidates will be invited to submit bids in Step 2 of the competition.

Step 2: Bidding phase

The Qualified Candidates in Step 1 are invited to participate in Step 2 of the Competition. In this phase, chapters 6 and 7 of the tender document will apply.

The negotiations may take place in several phases, and may take place either in physical meetings, telephone meetings or in writing through e-mail. A reduction in the number of candidates will take place on the basis of the award criteria. Candidates can be rejected in advance of the negotiations so all prospective candidates are encouraged to submit their best bid within the stated deadline.

Please note that bids containing material deviations from the procurement documents will be rejected. Such a rejection would exclude the possibility of further negotiating a bid.

4.3 Timetable for the Tender

The timetable for completion of qualification up to contract commencement are shown in the table below. Specified dates are tentative.



Institute of Marine Research

Project No.: 19/03086
Date: 5 February, 2020

Tender Document
Competitive procedure with negotiation
Costal ocean gliders for subsurface observations

Page No.:
Page 8 of 19

Activity	Date
Step 1	
Deadline for submitting questions regarding the qualification process (Qualification Tender)	See Contract notice on Mercell
Deadline for submitting a request on participation	See Contract notice on Mercell
Step 2	
Deadline for submitting questions in the Tender step 2	See Contract notice on Mercell
Deadline for receipt of bids	25 days after invitation to submit bid. Exact date will be announced later.
Negotiations and evaluation	Upon agreement
Contract award and notification of Tender selection	Upon agreement
Contract signing	Upon agreement

4.4 Tender conference

No tender conference is planned for this procurement.

4.5 Language

The bid and all communication, both during the competition and the contracting phase, shall be conducted in English.

4.6 Changes to the Tender Document

During the tender period, the contracting authority has the right to make non-material changes, corrections and supplements to the tender. Any such changes will be advised to all who have expressed interest in the competition in Mercell. Material changes will result in a new competition announcement.

Corrections, supplements or changes to the qualification basis in step 1 will be sent immediately to all candidates who have reported their interest via Mercell. In step 2, corrections, supplements or changes will be sent to invited candidates only

4.7 Communication and providing information

All communication in the procurement process must take place via Mercell.

If the candidate has questions about the competition or finds errors in the competition documents, this must be reported via Mercell. Any questions the candidates may have regarding the competition must be raised by the deadline stated in Mercell. Communication is undertaken via the "Communication" tab for the tender within the Mercell system.

 <p style="text-align: center;">Institute of Marine Research</p>	Project No.: 19/03086 Date: 5 February, 2020
<p>Tender Document Competitive procedure with negotiation Costal ocean gliders for subsurface observations</p>	Page No.: Page 9 of 19

If the contracting authority receives questions that concern all providers, these will be anonymized, answered and made available to all candidates who have expressed their interest in the competition.

This communication module will also be used by the contracting authority for changes in the competition.

4.8 Cancelling the Tender

The Contracting authority may cancel the Tender if there are reasonable grounds.

4.9 Cost of participation

The candidate bears all costs of participating in the competition. Participation in this procurement process will not in any way oblige the contracting authority to enter into a contract with the candidate or impose any financial obligations on the contracting authority towards the candidate.

4.10 Reservations and deviations from the candidate

It is permissible to make reservations or deviations if they are not material. Bids containing material reservations / deviations from the procurement documents will be rejected. Material reservations / nonconformities include:

- Reservations / discrepancies with stipulated requirements for what is to be procured
- Comprehensive reservations / deviations to stipulated contract terms
- Reservations and / or nonconformities that cannot be calculated
- Requirement to use own (candidate's) terms of delivery and / or sales
- Non-acceptance of the contracting authority's terms such as delivery terms, payment terms, etc.
- Several minor reservations / nonconformities which, overall, must be considered material
- Reservations and / or nonconformities that make the contracting authority unable to compare the bid with other bids

Reservations and / or discrepancies must be stated in the tender and must be precisely and unambiguously described so that the contracting authority can calculate associated costs without contact with the candidate. Be aware that reservations and/or discrepancies may, by evaluation, be converted to higher prices so that the bids are comparable.

Candidates are advised to raise clarifying questions instead of making reservations or deviating from the stipulated requirements.

 Institute of Marine Research	Project No.: 19/03086 Date: 5 February, 2020
Tender Document Competitive procedure with negotiation Costal ocean gliders for subsurface observations	Page No.: Page 10 of 19

4.11 Public access to competition documents

The public law and the rules on confidentiality in the Public Administration Act apply to the public's access to documents relating to public procurement.

The contracting authority will keep the procurement protocol and the bids in the competition confidential until the successful candidate is awarded the contract. Thereafter, only information considered to be commercially sensitive or confidential personal information is exempt from public access.

The contracting authority will carry out an independent assessment of the available documents when processing the access requirement. Public access to competition documents is based on the Public Act, the Administration Act and the Procurement Regulations.

The Public Law does not require that consent be obtained for access.

4.12 Deadline for application for interim relief

An application for a temporary injunction against the contracting authority's decision to reject a request for participation in the competition must be presented to the District Court within 15 days from the day after the rejection notice was sent.

5 Qualification criteria – step 1

5.1 Generally

Qualification of candidates occurs in step 1 of the competition.

Qualification criteria are the minimum requirements that relate to the candidate's ability to deliver the relevant procurement and thus fulfil the contractual obligations.

The candidates must fulfil all of the qualification criteria in order to be considered qualified to participate in the competition.

The candidate is responsible for providing all documentation requested as documentation for the fulfilment of the requirements. Missing and / or divergent documentation may result in rejection.

The qualification criteria are stated in the competition information in Mercell.

In Mercell the term "qualification criteria" is referred to as "qualification demands requirements".

5.2 Electronic Single Procurement Document

In order to have their participation request evaluated, the candidate must complete the electronic self-declaration form (ESPD). The self-declaration form must be

 Institute of Marine Research	Project No.: 19/03086 Date: 5 February, 2020
Tender Document Competitive procedure with negotiation Costal ocean gliders for subsurface observations	Page No.: Page 11 of 19

delivered with the bid as preliminary documentation that the candidate meets the qualification requirements and that there are no grounds for rejection.

For more information about the ESPD service, please refer to information on Difi's public procurement specialist pages.

Link: www.difi.no. Search for "ESPD".

5.3 Use of subcontractors

Use of subcontractors is permitted. Whether or not subcontractors are used should be stated in Declaration of commitment, Appendix 2.

In Appendix 2, the candidate must provide information regarding any subcontractors that will be used and their involvement in the contract.

If the Candidate needs the support of other businesses to meet the requirements in terms of economic and financial capacity and/or technical or professional qualifications, this should also be included in Declaration of Commitment, Appendix 2.

6 Technical specifications – step 2

6.1 Generally

This chapter applies to candidates who are qualified to submit bid in the competition.

Technical specifications are minimum requirements placed on the product and must therefore be met.

The contracting authority has specified requirements for the goods and / or services to be procured. If a minimum requirement is not met, the rejection provisions in the regulations will apply.

In Mercell the term “technical specification” is referred to as “requirements”.

The requirements are stated in the matrices, and each point must be answered in the Mercell portal.



6.2 Technical specifications for costal gliders

1.0	The coastal glider shall fulfil the following requirements:
1.1	Glider with hull and buoyancy pump pressure rating equal to or greater than 150 db. Specify hull and pump pressure rating in db.
1.2.	The gliders must be pilotable in high and variable current speeds reaching 1 m/s, and with vertical ocean density differences of up to 8 kg/m ³ . Specify bladder buoyancy volume.
1.3	Typical average glider speed capability of at least 0.25 m/s. Specify typical average and maximum vehicle speeds.
1.4	Glider must be prepared for a sensor package consisting of 1 CTD, 1 sensor capable of measuring Chl-a, turbidity, and CDOM fluorescence. Specify sensor make and model.
1.5	The glider must relay engineering data and tentative processed sensor data (base sensors, 1.4) including metadata. Describe mode of relay.
1.6	The glider must have internal data recording (sensor data and metadata) and battery sufficient for at least 2 months mission duration, given the environmental conditions described in Section 3.3. Describe a sampling scheme that will last for at least 2 months under these conditions.
1.7	All necessary documentation and user manuals must be included in the delivery. The documentation must include an electronic, searchable format on a storage medium, be in English, and be made available no later than on the date of delivery of the gliders.
1.8	Basic software to operate glider must be included. All software included in the offer must be specified.
1.9	The Candidate must detail the steps for first launch of glider. Necessary extras – SW, HW, Candidate HR – must be included.
1.10	Glider must be delivered ballasted for test water (to be specified by Contracting Authority no later than 60 days prior to shipment). The Candidate must specify detailed preparations before first launch that will not void warranty. Final definition of such tests is to be agreed in discussions prior to the signing of the contract. Equipment that does not work or does not meet the requirements must be repaired and/or replaced at the Candidate's expense.
1.11	Training for two technicians must be included in the tender.



Institute of Marine Research

Project No.: 19/03086
Date: 5 February, 2020

Tender Document

Competitive procedure with negotiation
Costal ocean gliders for subsurface observations

Page No.:
Page 13 of 19

1.12	The Candidate must clearly specify the warranty conditions. The Candidate must list any exceptions to this warranty.
1.13	The Candidate must specify the procedure for reporting errors.
1.14	Service and support must be included in the warranty.
1.15	The Candidate must clearly specify any required preventive maintenance to be performed by the Contracting Authority.
1.16	Components that need replacing annually must be free of charge during the warranty period.
1.17	All spare parts and consumables must be listed. The list must include their prices and frequency of expected usage. All prices must be valid for a minimum of one -1- year after the signing of the contract.
1.18	For changed parts the Candidate has the same obligations as for the original parts.
1.19	It must be technically feasible to integrate additional sensors as a part of the delivery or at a later stage, specifically but not exclusively the sensors listed in Section 3.4 Options.
1.20	The Candidates must accept that the gliders may be outfitted with equipment from other Candidates at a later stage.
1.21	The cost of delivery must be included in the bid.
1.22	All costs of repair during the warranty period are to be covered by the Candidate, including transportation costs.
2.0	The CTD sensor shall fulfil the following requirements:
2.1	The temperature measurements shall have accuracy better than 5×10^{-3} °C. Specify temperature accuracy.
2.2.	The conductivity measurements shall have accuracy better than 5×10^{-3} S/m. Specify conductivity accuracy.
2.3	The pressure measurements shall have accuracy better than 1% in calibration range. Specify pressure accuracy.
3.0	The Chl-a / turbidity / CDOM sensor shall fulfil the following requirements:
3.1	Chl-a, the sensitivity shall be equal to or better than 0.15 micro gram/l. Specify sensitivity.



3.2	Turbidity, the sensitivity shall be equal to or better than 0.5 NTU. Specify sensitivity.
3.3	CDOM, the sensitivity shall be equal to or better than 0.18 ppb. Specify sensitivity.

6.3 Administrative requirements

Nr	Administrative requirements:
1.	Claims and items stated in the draft contract (Appendix 1) must be accepted.
2.	Enter the contact information of the person who will be the candidate's contact person through the procurement process (name, position, telephone and email).
3.	A tax certificate for value added tax and tax must be attached. The tax certificate must not be older than 6 months from the deadline for submitting bids. This requirement applies only to Norwegian candidates.
4.	Terms stated in the procurement documents must be accepted (including the basis for competition, contract draft, Merccell info, etc.). For any nonconformities / reservations, see section 4.10. State whether the bid is given; <ul style="list-style-type: none">- without deviations / reservations, or- with deviations/ reservations.

7 Award criteria

7.1 General

Award criteria are the criteria that the contracting authority will emphasize when choosing bid. An overall assessment of the award criteria will determine which of the qualified candidate will be awarded a contract.

The candidate is responsible for ensuring that the specified criteria / sub-criteria are answered in a satisfactory and comprehensive manner.

7.2 Award criteria in the Tender

The procurement will be made by the candidate who is placing the bid with the best relationship between cost and quality

The candidate has an independent responsibility for documenting fulfillment of award criteria. Missing or deficient documentation of award criteria may result in rejection of bids.

The assignment criteria appear in the matrix:



Tender Document
Competitive procedure with negotiation
Costal ocean gliders for subsurface observations

Page No.:
Page 15 of 19

Award criteria	Description	Documentation	Priority
Price	<p>Price must be stated in Norwegian kroner excl. VAT.</p> <ol style="list-style-type: none">1. Price for costal ocean glider, according to specifications in Section 6 in Tender document.2. Price for option 1, according to Section 3.4 in Tender document.3. Price for option 2, according to Section 3.4 in Tender document.4. Price for option 3, according to Section 3.4 in Tender document.	Fill out the award criteria form, Appendix 4.	50 %
Quality	<p>1. Functionality</p> <ol style="list-style-type: none">a. Maneuverability of the glider in challenging environments. High horizontal maximum and average speed, large bladder buoyancy volume.b. Payload space.c. Available power in the glider, glider endurance.d. Piloting software and data management system exceeding minimum requirements (Section 6.2).e. Depth rating exceeding 150dbf. Parts of the region of interest is heavily trafficked, avoidance algorithm implementation is an asset.g. Emergency surfacing capabilities in the event of failure.h. Specifications exceeding the minimum requirements for gliders and sensors (Section 6.2 In tender).i. Technical feasibility of integrating one or several of the sensors listed as options (Section 3.4) and sensor specifications.	Fill out the award criteria form, Appendix 4.	50 %



	<p>2. Delivery</p> <p>a. Preferable time of delivery is as soon as possible. Please specify estimated time of delivery.</p> <p>3. Spare parts and consumables</p> <p>a. Spare parts and consumables should be available for the entire lifetime of the instrument.</p> <p>b. Specify the location of the nearest spare parts center, the method for shipping spare parts and expected and/or guaranteed time-to-deliver spare parts.</p> <p>c. Specify whether spare parts and consumables can only be purchased from the Candidate.</p> <p>d. Two sets of Lithium primary (and/or Lithium Ion) batteries included as separate item(s).</p> <p>4. Service agreement and warranty</p> <p>a. Opportunity to entering a service agreement after the expiration of the warranty. Sample Service Contracts should therefore be included with the bid. Kindly state your conditions related to service, such as price, response time etc., covering a number of years or lifetime of the gliders.</p> <p>b. Specify the location (on-site/Norway/abroad) and duration of a standard repair/service.</p> <p>c. Specify whether a replacement instrument is offered in connection with repairs.</p> <p>d. All software maintenance and updates should be included in the warranty.</p> <p>e. Describe the possibilities for upgrading to, and adding, new software. The newest version of software and add-ons should be available free of charge during the lifetime of</p>	
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	<p>the instrument. An unlimited number of licenses is preferred.</p> <p>f. The number of software licenses should be included if not unlimited, and the price of additional software licenses should be stated.</p> <p>5. Options</p> <p>a. Referring to Option 1 (Section 3.4 a in Tender Document): Provide a description of the functionality, operation, and integration and of a scientific echosounder on the glider</p> <p>b. Referring to Option 2 (Section 3.4 b in Tender Document): Provide a description of the functionality, operation and integration and of a nitrate nutrient sensor on the glider.</p> <p>c. Referring to Option 3 (Section 3.4 c in Tender Document): Provide a description of the functionality, operation and integration and of an imaging system for particles and plankton on the glider.</p>		
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8 REQUIREMENT FOR SUBMISSION

8.1 Documents are to be submitted in the qualification phase, step 1

The request for participation in the competition must have the following structure and content:

Dokument/requirements:	Contents:
Qualification requirements	The electronic self-declaration form (ESPD) is submitted via Mercell.



Dokument/requirements:	Contents:
Commitment Statement	Commitment Statement (Appendix 2) is filled out and attached to the tender.
Reference form	Reference form (Appendix 3) is filled out and is attached to the bid.

8.2 Documents to be submitted in the tender phase, step 2

For qualified candidates, the following documentation must be attached to the bid in step 2 of the competition:

Nr	Krav/kriterier	Dokumentasjon
a.	Award criteria	Form for the award criteria (Appendix 4) must be completed and delivered together with the tender in Mercell.

8.3 Submission Form

Submissions, both in Step 1 and Step 2, must be delivered electronically in Mercell. It is the responsibility of the candidate to make the submission within the stated deadline, and it is recommended that this be done well in advance of the deadline - preferably at least 1 day before the deadline.

It is possible to change the submission content until the deadline expires. The latest version before the deadline is considered to be the final one.

Submissions must be made through Mercell, and this requires the candidate to register with Mercell.

8.4 Contact information Mercell

Questions about how to use Mercell should be directed to Mercell Support.

- Telephone: (+47) 21 01 88 60
- Email: support@mercell.com

8.5 Bid validity period

The bid from the candidate is binding until the expiry of the deadline stated in Mercell's announcement information.

 Institute of Marine Research	Project No.: 19/03086 Date: 5 February, 2020
Tender Document Competitive procedure with negotiation Costal ocean gliders for subsurface observations	Page No.: Page 19 of 19

8.6 Candidate`s responsibility

It is the candidate's responsibility to ensure that the submitted material is complete and submitted within the stated deadline.
