

伊拉克ESD项目安全交换机招标评审细则

标段编号：2026-HGCBGXZX-ZX-JCWZ-A02-0178/01

评标方法：经评审的最低投标价法

序号	评审环节	评审因素	评审标准
1	供应商行为分析	硬件信息	对比各投标文件所使用的电脑硬件信息，看是否存在共用电脑的情况
2	供应商行为分析	标书相似度	检查各投标文件之间文本内容的相似度
3	供应商行为分析	标书文件信息检查	对标书文件作者的审查，作为判断围串标的依据之一
4	供应商行为分析	投标信息检查	检查各投标人之间投标信息，作为判断围串标的依据之一
5	投标有效性	★投标有效性、是否投标	是否投标
6	商务评议	★资质要求 Qualification Requirements	a. 若投标人为企业，则必须持有合法有效的营业执照、税务登记证和组织机构代码证或综合营业执照（供参考）； b. 若投标人为分公司，则必须持有合法有效的营业执照、税务登记证和组织机构代码证或综合营业执照（供参考）。只有母公司和分公司中的一个方可参与投标，参与投标被视为无效投标； c. 若投标人为事业单位，则投标方必须获得国家级机构的批准、注册或备案（供参考），并持有合法有效的事业单位法人证书。 a. If the bidder is an enterprise, it must hold a legally valid business license, tax registration certificate, and organizational code certificate, or a comprehensive business license (for reference).b. If the bidder is a branch company, it must hold a legally valid business license, tax registration
7	商务评议	★注册资本要求 Registered Capital Requirements	注册资本要求：投标人营业执照注册资本实缴金额应大于或等于¥2,000,000.00元人民币。投标人需提供真实有效的注册资金实缴金额凭证。实缴金额凭证需为会计师事务所出具的验资报告或银行回单（注明款项用途为注资或增资或投资）或企业集团财务公司汇款凭证（注明款项用途为注资或增资或投资），其中企业集团财务公司汇款凭证仅适用于企业集团内部关联公司通过企业集团财务公司注资的情况，同时需要提供投标人与汇款公司的关系证明。 The paid-up amount of registered capital stated in the bidder's business license shall be greater than or equal to RMB 2,000,000.00. The bidder shall provide true and valid supporting

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			documents for the paid-up registered capital. The supporting documents for the paid-up amount shall be one o
8	商务评议	★财务要求 Financial Requirements	财务要求：投标人须提供2022年度-2024 年度财务会计报表，至少包括资产负债表、利润表。投标人的成立时间少于规定年份的，应提供成立以来的财务会计报表。投标人为分公司的，应提供上级法人单位的经会计师事务所或审计机构审计的上述年度财务会计报表，2024年度财务会计报表净利润为正，且2024 年的资产负债率$\leq 80\%$。 The bidder shall provide the financial and accounting statements for the years 2022 to 2024, including at least the balance sheet and income statement. If the bidder has been established for less than the specified number of years, it shall provide the financial and accounting statements since its establishment. If the bidder is a branch
9	商务评议	★社保缴纳人数 Number of social security contributors-1	a.对于中国境内投标人投标要求：社保缴纳人数：投标人自有社保人数不应少于10人，且须提供近一年（依据发标时间向前顺延）社保证明。社保缴费证明必须由社保部门开具的或从社保网站打印的证明。 b.对于中国境外投标人投标要求：社保缴纳人数：投标人自有社保人数不应少于2人，且须提供近一年（依据发标时间向前顺延）社保证明。 a. Requirements for Bidders within the Territory of China: Number of Employees with Social Security Contributions: The bidder shall have no less than 10 employees with social security contributions under its name. It must provide social security contribution certificates for the past year (counting backward from the bid issuance date).
10	商务评议	★社保缴纳人数 Number of social security contributors-2	b. Requirements for Bidders Outside the Territory of China: Number of Employees with Social Security Contributions: The bidder shall have no less than 2 employees with social security contributions under its name. It must provide social security contribution certificates for the past year (counting backward from the bid issuance date).
11	商务评议	★不得将中国海油作为唯一服务客户 CNOOC shall not be treated as the sole service client-1	不得将中国海油作为唯一服务客户，近三年内（至投标截止日）至少有两项中国海油系统外业绩，投标时提供海油系统外业绩证明文件。 1、业绩证明文件至少包含：（1）合同应至少体现以下内容：合同首页、合同签署时间、合同签署页（国内贸易合同应有双方盖章，国际贸易合同应有双方签字或盖章）、货物名称。 （2）到货验收材料至少包括以下内容之一，买方接收证明或买方调试验收证明或买方到货验收单或增值税发票或其他可以证明合同项下货物已经到货验收的有效证明材料； 如提供增值税发票扫描件作为证明文件的，发票总金额应至少达到合同或订单金额的80%及以上，发票信息应包含发票号、产品名称以及发票清单（如有）。 2、若业绩合同为年度协议/框架协议/费率合同，除提供年度协议/框架协议/费率合同外，还应提供相应的已到货订单，订单内容或编号应与年度协议/框架协议/费率合同相关联。同一个年度协议/框架协议/费率合同下提供1个或以上的订单及与订单

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			对应的到货验收材料均算为1个有效业绩。 3、如业绩合同买方与投标人及所投产品制造商之间具有关联关系（指与投标人及所投产品制造商为同一法人或具有控股关系），则上述合同业绩不接受。
12	商务评议	★不得将中国海油作为唯一服务客户 CNOOC shall not be treated as the sole service client-2	4、未提交业绩证明文件，或通过所提供的业绩证明文件无法认定满足上述业绩要求的，均视为无效业绩。 The bidder shall not regard CNOOC (China National Offshore Oil Corporation) as its sole service client. It shall have at least two performance records outside the CNOOC system within the past three years (up to the bid submission deadline), and provide supporting documents for such non-CNOOC performance when submitting the bid.
13	商务评议	★不得将中国海油作为唯一服务客户 CNOOC shall not be treated as the sole service client-3	1. Basic Requirements for Performance Supporting Documents The performance supporting documents shall include at least the following:(1) The contract shall contain at least the following contents: the contract cover page, contract signing date, contract signing page (domestic trade contracts shall be sealed by both parties; international trade contracts shall be signed or sealed by both parties), and product name.
14	商务评议	★不得将中国海油作为唯一服务客户 CNOOC shall not be treated as the sole service client-4	(2) The goods acceptance documents shall include at least one of the following: the buyer's receipt certificate, the buyer's commissioning and acceptance certificate, the buyer's goods arrival acceptance form, the VAT invoice, or other valid documents that can prove the acceptance of goods under the contract.If a scanned copy of a VAT invoice is provided as a supporting document, the total amount of the invoice shall be at least 80% of the contract or order amount.
15	商务评议	★不得将中国海油作为唯一服务客户 CNOOC shall not be treated as the sole service client-5	The invoice information shall include the invoice number, product name, and invoice list (if applicable). 2. Special Provisions for Annual Agreements/Framework Agreements/Rate Contracts If the performance contract is an annual agreement/framework agreement/rate contract, the bidder shall provide not only the annual agreement/framework agreement/rate contract but also the corresponding order(s) for which goods have been delivered.
16	商务评议	★不得将中国海油作为唯一服务客户 CNOOC shall not be treated as the sole service client-6	The content or number of the order shall be associated with the annual agreement/framework agreement/rate contract. One or more orders under the same annual agreement/framework agreement/rate contract, together with the corresponding goods acceptance documents for the orders, shall be counted as one valid performance record. 3. Exclusion of Associated Party Performance
17	商务评议	★不得将中国海油作为唯一服务客户 CNOOC shall not be treated as the sole service client-7	If the buyer of the performance contract has an associated relationship with the bidder and the manufacturer of the products being bid (i.e., being the same legal entity as the bidder/manufacturer or having a controlling relationship with them), such contract performance shall not be accepted. 4. Determination of Invalid Performance
18	商务评议	★不得将中国海油作为唯一服务客户	Failure to submit performance supporting documents, or failure to confirm compliance with the above performance requirements through the provided supporting documents, shall be

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		CNOOC shall not be treated as the sole service client-8	deemed as invalid performance.
19	商务评议	★办公场所 Office Premises	投标人需具有固定的办公场所，投标时需提供办公场所的产权证明（购置合同或产权证）或租赁合同证明。 The bidder shall have a fixed office space. When submitting the bid, the bidder shall provide the property ownership certificate (purchase contract or property right certificate) of the office space or the lease contract as proof.
20	商务评议	★品牌限制 Brand Restrictions	本次投标，投标人只允许代理AVL内一家品牌的产品，并同时满足“★代理级别要求”要求，AVL如下： For this bidding exercise, the bidder shall only act as an agent for products of one brand listed in the AVL, and shall simultaneously meet the requirements specified "★ Agent Level Requirements". The AVL is as follows: AVL:1.HUAWEI;2.NOKIA;3.ERICSSON;4.SIEMENS;5.MOXA;6.Hischmann
21	商务评议	★代理级别要求 Agent Level Requirements-1	如投标人为代理商，投标人需具有获取产品的渠道能力，本次投标只能代理一家制造商的产品。代理商应为制造商的一级代理、行业代理或区域代理，不接受项目代理或针对公司的代理，投标人需提供证明文件并承诺满足如上要求。 请投标人提供制造商品牌出具的参与投标的相关证明文件。 If the bidder is an agent, it shall have the capability to access product supply channels and may only act as an agent for products from one manufacturer in this bidding. The agent shall be a first-level agent, industry agent, or regional agent of the manufacturer. Project agents or company-specific agents will not be accepted.
22	商务评议	★代理级别要求 Agent Level Requirements-2	The bidder shall provide supporting documents and make a commitment to meet the above requirements. Provide the relevant brand manufacturer-issued authorization documents for bidding participation.
23	商务评议	★代理商承诺函 Agent Commitment Letter-1	如投标人为代理商，投标人为需承诺响应如下承诺书内容（无偏离视为响应）：投标人已认真阅读招标文件及形式合同文本，投标人充分理解了本采办项目的特点和要求，现郑重承诺如下： 投标人承诺满足： (1) 承揽中国海油的业务量应与其资质能力、财务状况、质量保障能力相匹配； (2) 具有获取产品的渠道能力，且产品质量优良。代理商应为制造商的一级代理、行业代理或区域代理，不接受项目代理或针对公司的代理； (3) 承诺中国海油非其唯一服务客户并提供支持性材料，三年内至少有两项中国海油系统外业绩。 If the bidder is an agent, it shall commit to complying with the contents of the following letter of commitment (no deviation shall be deemed as compliance):

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24	商务评议	★代理商承诺函 Agent Commitment Letter-2	The bidder has carefully read the bidding documents and the pro forma contract text, and fully understands the characteristics and requirements of this procurement project. It hereby solemnly makes the following commitments: The bidder commits to meeting the following: The business volume undertaken for CNOOC (China National Offshore Oil Corporation) shall match its qualification capabilities, financial status, and quality assurance capabilities;
25	商务评议	★代理商承诺函 Agent Commitment Letter-3	It has the capability to access product supply channels, and the product quality is excellent. The agent shall be a first-level agent, industry agent, or regional agent of the manufacturer; project agents or company-specific agents will not be accepted; It commits that CNOOC is not its sole service client and shall provide supporting materials, and has at least two performance records outside the CNOOC system within three years.
26	商务评议	★现场核查 On-site Verification	招标人视需要对投标人的投标文件进行现场核实，如投标人拒绝现场核实，其投标将被否决。
27	商务评议	★缺漏项报价 Quotation For Missing Items-1	1.投标报价中存在缺漏项的，则视为缺漏项价格已包含在其投标报价中，并要求投标人书面澄清确认，投标人不按规定回复澄清确认或确认缺漏项价格不包含在投标报价中的，评标委员会应当否决其投标。 2.如确认包含在其投标报价中，招标人将按照该项单价金额为“0”签订合同。 If there are missing items in the bid quotation, the price of the missing items shall be deemed to be included in the bid quotation. The bidder shall be required to provide a written clarification and confirmation.
28	商务评议	★缺漏项报价 Quotation For Missing Items-2	If the bidder fails to reply with clarification and confirmation in accordance with the regulations, or confirms that the price of the missing items is not included in the bid quotation, the bid evaluation committee shall reject the bid. If it is confirmed that the price of the missing items is included in the bid quotation, the tenderer shall sign the contract with the unit price of the missing item set as "0".
29	商务评议	★投标有效 Bid Is Valid	投标人必须由法定代表人或授权代表进行有效签字。投标文件的所有签署人应附上身份识别文件。 The bidder must sign the document with the valid signature of the legal representative or the authorized representative. All signatories to the bid documents shall have their identification documents attached.
30	商务评议	★投标承诺书 Bid Commitment Letter-1	投标人需承诺响如下投标承诺书内容（无偏离视为响应）： 投标人承诺在参与本项目投标活动中，严格遵守国家法律法规和中国海洋石油集团有限公司供应商管理相关规定，并作出如下承诺： 1. 投标人和授权投标代表将严格遵循公开、公平、公正、诚实守信的原则，不向招标人或评标人员行贿、不与招标人或代理机构串通以谋取中标，依法依规参与本项目投标。 2. 投标人本次投标所提供的一切资料都是真实、有效、合法的。 3. 投标人和授权投标代表在本项目招标投标活动中，不存在与其他投标人串通谋

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			取中标的情况。 4. 投标人知晓，在本项目中如出现不同投标人的单位负责人为同一人、存在控股或管理关系的情况，相关投标将均被否决（具体参考《中华人民共和国招标投标法实施条例》第三十四条）。 5. 投标人如被查实在本项目投标活动中存在串通投标、弄虚作假、行贿招标人或评标人员等违法违规行为，我单位及授权代表将承担相关法律责任。 6. 投标人承诺，如对本项目招标投标活动提出异议和投诉，将按照相关法律法规和招标文件规定，通过正规方式和渠道提出，并遵照附件《异议及投诉相关要求》执行。
31	商务评议	★投标承诺书 Bid Commitment Letter-2	7. 投标人承诺满足招标文件中所有关于承诺项的内容。如果有偏离的，将在商务技术偏离表中列明。未在偏离表中列明的，表示无偏离。 8.除总价合同以外的招标类型，投标人承诺，中标通知书发出后15天内，按照附件《物资品类资料收集要求》提供相关资料。 The bidder shall commit to complying with the contents of the following bid commitment (no deviation shall be deemed as compliance): The bidder commits that, in participating in the bidding activities of this project,
32	商务评议	★投标承诺书 Bid Commitment Letter-3	it will strictly abide by national laws and regulations as well as the relevant provisions on supplier management of China National Offshore Oil Corporation (CNOOC), and makes the following commitments: The bidder and its authorized bidding representative shall strictly adhere to the principles of openness, fairness, impartiality and good faith.
33	商务评议	★投标承诺书 Bid Commitment Letter-4	They shall not offer bribes to the tenderer or bid evaluation personnel, nor collude with the tenderer or agency to seek winning the bid, and shall participate in the bidding of this project in accordance with laws and regulations. All materials provided by the bidder for this bidding are true, valid and legal. The bidder and its authorized bidding representative shall not collude with other bidders to seek winning the bid in the bidding activities of this project.
34	商务评议	★投标承诺书 Bid Commitment Letter-5	The bidder is aware that if, in this project, the person in charge of different bidders is the same person, or there is a controlling or management relationship between them, all relevant bids will be rejected (for details, refer to Article 34 of the Regulations on the Implementation of the Bidding Law of the People's Republic of China).
35	商务评议	★投标承诺书 Bid Commitment Letter-6	If the bidder is found to have illegal and non-compliant acts such as collusive bidding, fraud, or offering bribes to the tenderer or bid evaluation personnel in the bidding activities of this project, our unit and its authorized representative shall bear the relevant legal responsibilities. The bidder commits that if it raises objections or complaints regarding the bidding activities of this project, it will do so through formal methods and channels in accordance with relevant laws,
36	商务评议	★投标承诺书	regulations and the provisions of the bidding documents, and shall comply with the

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		Bid Commitment Letter-7	Requirements Related to Objections and Complaints in the appendix. The bidder commits to meeting all the contents related to commitments in the bidding documents. Any deviation shall be listed in the Commercial and Technical Deviation Form. If not listed in the Deviation Form, it shall be deemed as no deviation.
37	商务评议	★投标承诺书 Bid Commitment Letter-8	For bidding types other than lump-sum contract, the bidder commits that within 15 days after the issuance of the letter of acceptance, it will provide relevant materials in accordance with the Requirements for Material Category Data Collection in the appendix.
38	商务评议	★对围串标供应商的处罚措施 Penalty measures for suppliers engaging in bid rigging and collusion-1	供应商存在串通投标或提供虚假材料（资质文件、业绩、财务状况、书面承诺等）参与采购活动的，应对供应商及其关联公司（关联公司包括违法违规供应商的分支机构、投资持股比例大于等于50%的控股公司，在工商登记的法定代表人、实际控制人（自然人）担任董监高的公司以及投资持股比例大于等于50%的控股公司。）依照制度要求进行处理，同时海油工程有权依照制度要求终止与供应商及关联公司正在执行的合同。If a supplier engages in collusive bidding or provides false materials (such as qualification documents, performance records, financial status, written commitments, etc.) to participate in procurement activities,
39	商务评议	★对围串标供应商的处罚措施 Penalty measures for suppliers engaging in bid rigging and collusion-2	the supplier and its affiliated companies (affiliated companies include the branches of the non-compliant supplier, holding companies with an investment shareholding ratio of 50% or more, companies where the legal representative or actual controller (natural person) registered with the industrial and commercial authority holds a position as a director, supervisor, or senior manager,
40	商务评议	★对围串标供应商的处罚措施 Penalty measures for suppliers engaging in bid rigging and collusion-3	and holding companies with an investment shareholding ratio of 50% or more) shall be handled in accordance with the requirements of the system. Meanwhile, COOEC (Offshore Oil Engineering Co., Ltd.) shall have the right to terminate the ongoing contracts with the supplier and its affiliated companies in accordance with the requirements of the system.
41	商务评议	★关联关系 Related Parties Relationship-1	本次如出现不同投标人的负责人为同一人或存在控股、管理关系的情况，相关投标均无效，招标人随时有权做出拒绝投标、取消投标资格、取消授标、不签订合同或在合同签订后终止合同等决定，相关投标人须无条件接受，且由此做出的任何损失由对应投标人承担。In this bidding, if the person in charge of different bidders is the same person, or there is a controlling or management relationship between them, all relevant bids shall be invalid.
42	商务评议	★关联关系 Related Parties Relationship-2	The tenderer shall have the right to make decisions such as rejecting the bid, canceling the bidding qualification, canceling the bid award, refusing to sign the contract, or terminating the contract after signing it at any time. The relevant bidders must accept these decisions unconditionally, and any losses arising therefrom shall be borne by the corresponding bidders.

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43	商务评议	★选择性报价 Selective Quotation	本招标书不接受有选择性的报价或附加条件的报价，不接受替代方案，也不接受联合投标。 This tender document does not accept selective quotations or quotations with additional conditions, does not accept alternative solutions, and does not accept joint bids.
44	商务评议	★交货期 Delivery Cycle	合同签订后，合同内所有物资需在 120天内完税交货（DDP）交货到伊拉克境内米桑油田指定地点，并提供承诺函。 Following the signing of the Contract, all materials under the Contract shall be delivered DDP to the designated location at Missan Oilfield in Iraq within 120 calendar days, with a letter of commitment submitted accordingly.
45	商务评议	★CMC及MAF要求 CMC and MAF Requirements-1	若投标人为制造商，则必须持有伊拉克境内有效的、满足安全交换机制造要求的 CMC认证证书。合同签订及交付时间必须在该证书有效期内。投标人须承诺，清关所使用的全部文件（包括但不限于CMC许可证、CMC进口批文、清关申请文件等）在完成清关后，须完整移交合同甲方留存，以备油田现场检查和监管使用。若投标人为非制造商，则必须持有伊拉克境内有效的、符合安全交换机经销或进口要求的CMC认证证书，同时只允许提供“品牌限制”条款中AVL（Approved Vendor List）品牌制造商出具的制造商授权书（Manufacturer Authorization Form，简称MAF），不接受单项目授权及公司授权，合同签订及交付时间必须在该证书有效期内。投标人需承诺，清关所使用的全部文件（包括但不限于CMC许可证、CMC进口批文、清关申请文件等）在完成清关后，须完整移交合同甲方留存，以备油田现场检查和监管使用。
46	商务评议	★CMC及MAF要求 CMC and MAF Requirements-2	If the bidder is the manufacturer, it shall be required to hold a valid CMC Certification Certificate in Iraq that meets the manufacturing requirements for security switches. The contract signing and delivery shall fall within the validity period of this certificate.
47	商务评议	★CMC及MAF要求 CMC and MAF Requirements-3	The bidder shall undertake that all documents used for customs clearance (including but not limited to the CMC License, CMC import approval document, and customs clearance application documents) shall be fully handed over to Party A of the Contract for retention upon the completion of customs clearance, for the purpose of oilfield site inspection and supervision.
48	商务评议	★CMC及MAF要求 CMC and MAF Requirements-4	If the bidder is a non-manufacturer, it must hold a valid CMC certification certificate in Iraq that complies with the requirements for the distribution or import of security switches. Meanwhile, it is only permitted to provide the Manufacturer Authorization Form (MAF) issued by the manufacturers of the brands listed in the Approved Vendor List (AVL) as specified in the "Brand Restrictions" clause. Single-project authorization and corporate authorization shall not be accepted.
49	商务评议	★CMC及MAF要求 CMC and MAF Requirements-5	The contract signing and delivery shall fall within the validity period of this certificate. The bidder shall undertake that all documents used for customs clearance (including but not limited to the CMC license, CMC import approval document, customs clearance application documents, etc.) shall be fully handed over to Party A of the contract for retention upon the

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			completion of customs clearance, for the purpose of inspection and supervision at the oilfield site.
50	商务评议	★违约责任 Liability for breach of contract-1	如果卖方未能在合同规定的时间内完成生产，买方将从合同总价中扣除合同金额的1%作为违约金，该扣除金额按从合同规定的时间到实际交货日期所经过的每一周计算。若周期不足一周，则按一周计算。但总扣除金额不得超过订单确认金额的10%。若根据此条款计算出的延迟罚款达到合同总金额的5%，买方有权以书面形式通知卖方终止全部或部分合同，且无需承担任何赔偿责任。 If the seller fails to complete production within the time specified in the contract, the buyer shall deduct 1% of the contract amount from the total contract price as liquidated damages. The deduction amount shall be calculated based on each week elapsed from the time specified in the contract to the actual delivery date.
51	商务评议	★违约责任 Liability for breach of contract-2	Any period less than one week shall be counted as one week. However, the total deduction amount shall not exceed 10% of the confirmed order amount. If the late delivery penalty calculated in accordance with this clause reaches 5% of the total contract amount, the buyer shall have the right to notify the seller in writing to terminate all or part of the contract, without assuming any liability for compensation.
52	商务评议	★交货地点及细节 Delivery Location and Details	本合同所涉及的所有材料均需在伊拉克境内以“完税交货”（DDP）的方式交付。从产品生产至交货所发生的所有费用成本均应包含在DDP产品报价中。伊拉克境内收货地点为米桑油田内，详细地址以甲方通知为准。 All materials involved in this contract shall be delivered within Iraq on a "Delivered Duty Paid" (DDP) basis. All costs and expenses incurred from product production to delivery shall be included in the DDP product quotation. The place of receipt within Iraq is Maysan Oilfield, and the detailed address shall be subject to the notification of Party A.
53	商务评议	★报价方式 Quotation Method	请严格参照报价单。 Please strictly follow the quotation sheet.
54	商务评议	★报价税率 Quoted Tax Rate	投标人必须识别并明确全部税率，并正确计算报价价格。 The bidder must identify and clearly specify all tax rates, and calculate the quotation price correctly.
55	商务评议	★关税 Tariff	投标人需承诺在截标前以伊拉克政府实时关税政策考虑交税（政策如有更新，按照最新的要求为准）。合同签署后按照实际缴纳的关税及增值税对合同价格进行补偿或扣除。 The Bidder shall undertake to take into account tax payment in accordance with the real-time customs duty policies of the Iraqi government prior to the bid deadline. Any update to such policies shall be subject to the latest applicable requirements. After the contract is signed, the contract price shall be subject to compensation or deduction based on the actually paid customs duties and value-added tax (VAT).
56	商务评议	★清关票据要求	投标人需承诺合同执行过程中提供DDP清关中涉及到的全套清关票据（贸易箱单

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		Customs Clearance Document Requirements	)。 The bidder shall undertake to provide the full set of customs clearance documents (commercial packing lists) involved in DDP customs clearance during the course of contract execution.
57	商务评议	★供应范围 Scope of Supply	请参考详细的材料需求清单和技术规格文件。 Please refer to the detailed material requirement list and technical specification documents.
58	商务评议	★付款条件及方式 Payment Terms and Methods-1	本协议的付款条款如下： (1) 预付款：合同总金额的 30%，自合同签署后30天内，乙方开具的合同总金额的30%预付款保函及收据后，甲方将款项支付至乙方指定的账户。 (2) 到货款：合同总金额的 65%：在合同内所有物资抵达伊拉克并完成交付，并提交所有交付所需的文件、CMC 全套证书和图纸后，经甲方批准并在正式交付（包括调试）完成后。甲方将乙方交付的数量、外观和功能进行质量检查，合格后，甲方将通知乙方开发票。甲方在收到乙方提交的发票后，45天内付款完成。 (3) 质保金：合同总金额的 5%：乙方应履行合同中规定的保修要求。甲方通知开具发票后，将在 45 天内付款完成。 The payment terms of this Agreement are as follows:
59	商务评议	★付款条件及方式 Payment Terms and Methods-2	(1) Advance Payment: 30% of the total contract value. Within 30 days following the contract signing, upon the Party B submission of the Advance Payment Guarantee and official receipt for 30% of the total contract value, Party A shall make the corresponding payment to the designated bank account of Party B. (2) Delivery Payment: 65% of the total contract value.
60	商务评议	★付款条件及方式 Payment Terms and Methods-3	Upon the arrival and completion of delivery of all materials under the Contract in Iraq, the submission of all documents required for delivery, the complete set of CMC certificates and drawings, the approval by Party A, and the completion of formal delivery (including commissioning), Party A shall conduct a quality inspection on the quantity, appearance and functionality of the materials delivered by Party B.
61	商务评议	★付款条件及方式 Payment Terms and Methods-4	Upon the passing of the inspection, Party A shall notify Party B to issue the commercial invoice. Party A shall complete the payment within 45 days upon receipt of the invoice submitted by Party B. (3) Retention Money: 5% of the total contract value. Party B shall fulfill the warranty obligations stipulated in the Contract. Party A shall complete the payment within 45 days upon notifying Party B to issue the corresponding invoice.
62	商务评议	★合同模式 Contract Model	总价合同 Lump Sum Contract
63	商务评议	合同条款 Contract Clauses	投标人应将所有与合同条款不符的内容列入“投标文件及合同条款的商务和技术部分偏差表”中。未列入的任何偏差将被视为完全接受。在投标人收到中标通知后，不得进行任何实质性修改。 The bidder shall list all contents that are inconsistent with the contract terms in the

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			"Commercial and Technical Deviation Form for Bidding Documents and Contract Terms". Any deviation not listed shall be deemed as fully accepted. After the bidder receives the notice of bid award, no substantive modifications shall be made.
64	商务评议	★质量保质期 Quality Warranty Period	在伊拉克米桑油田的 ESD 应急关断系统升级项目完成业主（中海油伊拉克有限公司）验收检查的一年后，预计该工程将于 2028 年完工。 One year after the owner (CNOOC Iraq Limited) completes the acceptance inspection of the ESD Emergency Shutdown System upgrade project at the Missan Oilfield in Iraq, the project is expected to be completed in 2029.
65	商务评议	★异议与投诉相关要求 Requirements Related to Objections and Complaints	投标人保证，若出现任何争议或投诉情况，将依照招标文件所附的“异议与投诉相关要求”中的规定进行处理。 The bidder guarantees that in case of any dispute or complaint, it will handle the matter in accordance with the provisions set out in the "Requirements Related to Objections and Complaints" attached to the bidding documents.
66	商务评议	适用法律和仲裁 Governing Law and Arbitration-1	1.适用法律：本合同应根据中华人民共和国（仅为本合同之目的，不包括香港特别行政区、澳门特别行政区和台湾地区）法律进行解释并受其管辖。2.争议解决：本合同履行过程中发生的法律纠纷，双方应通过友好协商解决。协商不成的，可提交【天津仲裁委员会】仲裁，按照该仲裁委员会现行有效的仲裁规则进行仲裁。 1. Governing Law The Contract shall be construed in accordance with and governed by the laws of the People ' s Republic of China (excluding the Hong Kong Special Administrative Region, the Macao Special Administrative Region and the geographic region of Taiwan for purposes of this Contract only). 2. Dispute Resolution
67	商务评议	适用法律和仲裁 Governing Law and Arbitration-2	Any Legal Dispute arising during the performance of this Contract shall be resolved through friendly negotiations between the parties. If negotiations fail, the parties may submit to [Tianjin Arbitration Commission] for arbitration, the arbitration shall be made in accordance with the current effective arbitration rules of the arbitration commission.
68	商务评议	★商务关键项偏离要求 Requirements for Deviations from Key Commercial Items-1	在商务评审项中，星号项不可提偏离，只要有一项星号项不满足要求，将视为商务评审不合格。除了上述用星号标注的商务条款外，招标文件中的所有商务条款均为一般商务条款。如果偏离一般商务条款的项目超过 2 项（包括合同条款；对于标准合同格式，偏离计算为一项；未提出合同条款偏离视为对合同条款的完整响应），则将被视为商务评审不合格。 In the business review items, the starred items must not be deviated from. If any one of the starred items does not meet the requirements, the business review will be deemed as unqualified. Besides the business terms marked with asterisks as mentioned above, all the business terms in the tender document are general business terms.
69	商务评议	★商务关键项偏离要求	If the number of items deviating from the general business terms exceeds 2 (including contract terms; for standard contract formats, deviations are counted as one; failure to propose

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		Requirements for Deviations from Key Commercial Items-2	deviations of contract terms is regarded as a complete response to the contract terms), it will be considered as a business review failure.
70	技术评议	★标准产品要求 Standard Product Requirements	投标人所提供的产品必须为标准系列产品，且为工业级产品 The products provided by the bidder shall be standard series products and shall be industrialgrade products.
71	技术评议	★资质要求 Qualification Requirements	投标人应提供由公正机构颁发的 ISO9001质量体系认证 和 ISO14000 环境管理体系认证证书，以及由认证机构出具的所供设备的其他相关认证证书。 The bidder shall provide the certificates of ISO9001 Quality Management System Certification and ISO14000 Environmental Management System Certification issued by authorized third-party institutions, as well as other relevant certification certificates for the supplied equipment issued by formal certification bodies.
72	技术评议	★供货范围 Scope of Supply	数量满足料单要求，及2年备件。 The quantity shall meet the requirements of the material list, plus two years of spare parts.
73	技术评议	★认证 Certification	交换机应提供 UL 认证、FCC 认证、RoHS 认证的检测报告及相关的证明材料，都需要加盖品牌厂家公章。 The switch shall be accompanied by the test reports and relevant supporting documents for UL, FCC and RoHS certifications, all of which shall bear the official seal of the brand manufacturer.
74	技术评议	★CMC认证 CMC Certification	随货提供CMC (Iraq Communications and Media Commission) 认证。 The CMC (Iraq Communications and Media Commission) certification shall be provided along with the goods.
75	技术评议	★工作温度范围 Operating Temperature Range	所有交换机满足-20~70℃。 All switches shall comply with an operating temperature range of -20℃ to 70℃.
76	技术评议	★电压要求 Voltage Requirements	井场：24VDC±10%。 Well Site: 24VDC±10%.
77	技术评议	★SL2证书 SL2 Certificate	交换机(仅限于脱气站上行、BUT各单元上行到CCR组网的二层和三层交换机)应提供SL2证书 The switches(Only Layer 2 and Layer 3 switches used for networking from the Degassing Station upstream and each unit upstream of the BUT to the CCR.) shall be provided with the SL2 Certificate.
78	技术评议	端口数量	光接口和电接口数量满足请单要求。

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		Port Quantity	The quantity of optical interfaces and electrical interfaces shall meet the requirements of the material list.
79	技术评议	物理层组网 Physical Layer Networking	工业以太网交换机应支持线型、星型、环型三种基本拓扑结构的物理层组网方式，并支持基于上述三种基本结构的混合拓扑组网方式。 Industrial Ethernet switches shall support the Physical Layer Networking Methods for the three basic topologies of linear, star and ring, and shall also support the hybrid topology networking methods based on the aforesaid three basic topologies.
80	技术评议	VLAN需求 VLAN Requirements	将局域网内的交换机逻辑地而不是物理地划分成多个网段从而实现虚拟工作组。 交换机应支持 IEEE 802.1Q 定义的 VLAN 标准。 交换机至少应支持根据端口划分 VLAN 方式，应支持 VLAN TRUNK。 The switches shall divide the local area network into multiple network segments logically rather than physically to realize virtual workgroups. The switches shall support the VLAN standard defined in IEEE 802.1Q. The switches shall support at least the port-based VLAN division method and shall support VLAN TRUNK.
81	技术评议	电磁兼容性 Electromagnetic Compatibility	符合EN 55032/35， IEC 61000系列要求。 It shall comply with the requirements of EN 55032/35 and the IEC 61000 series of standards.
82	技术评议	机械性能(冲击、振动) Mechanical Performance (Shock, Vibration)	提供测试证书及标准，符合IEC 60068系列要求。 Comply with IEC 60068 series requirements.
83	技术评议	平均故障间隔 Mean Time Between Failures	至少40年 at least 40 years
84	技术评议	电源接线方式 Power Connection Method	端子式 Terminal Type
85	技术评议	接地 Grounding	交换机应具有接地端子及对应的标识 The switches shall be equipped with grounding terminals and their corresponding markings.
86	技术评议	★指标总体偏离 Overall Indicator	一般项超过2项不满足。 Failure to meet more than two General Items shall not be accepted.

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		Deviation	
87	价格评议	是否需要评分：不需要 是否多轮报价：否 评标价计算规则： 评标价=算数修正 投标报价	