



PARIS

**BUDGET AND FINANCE SERVICE  
BUDGET COMMITTEE**

BF/CB(2000)21  
For Official Use

**REPORT ON THE RESULTS OF INTERNATIONAL CALLS FOR TENDERS  
IN 1999 AND PLANNED CALL FOR TENDERS IN 2000**

**(Note by the Secretariat)**

*The Budget Committee has in the past expressed a wish to deal with financial management issues of a routine nature under the written procedure. This document contains such information. If, by close of business on 25 May 2000, Delegations have not communicated any remarks to the Secretariat of the Budget Committee, this document will be considered as approved by the Budget Committee.*

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**REPORT ON THE RESULTS OF INTERNATIONAL CALLS FOR TENDER IN 1999 AND  
PLANNED CALLS FOR TENDER IN 2000**

1. According the procedure outlined in paragraph 8 of the Secretariat's note BF/CB(91)4 to the Budget Committee, the Purchasing Offices have prepared reports on the international calls for tender that they carried out in 1999 as well as the calls planned for 2000.
2. These reports provide data on each tender carried out in 1999: the names and nationality of the suppliers consulted; the number of replies received; the time limit given to the companies to answer the call for tender; the name and the nationality of the company selected; and the amount of the contract in French francs.
3. In accordance with Rule 20 of the Financial Rules, the Financial Controller has included a note on requests for derogation from the call for tender procedures (national or international) which have been approved or refused. The reports also provide information on contracts which were awarded to companies that did not make the most advantageous offer.
4. In line with Budget Committee practice, these Reports are circulated under the written procedure.

**OPERATIONS SERVICE****Subject:** (Supply of air transport services)

<b>COUNTRY</b>	<b>COMPANIES CONSULTED (65)</b>	<b>REPLIES RECEIVED</b>
ALL COUNTRIES	ADRIA AIRWAYS	<b>YES</b>
	AER LINGUS	<b>YES</b>
	AEROFLOT	<b>YES</b>
	AIR AFRIQUE	NO
	AIR CHINA	NO
	AIR INDIA	NO
	AIR LIBERTE	NO
	AIR NEW ZEALAND	<b>YES</b>
	AIR UK	NO
	AMERICAN AIRLINES	<b>YES</b>
	AOM	NO
	AIR ALFA	NO
	AIR ONE	NO
	AIR EUROPE	NO
	AIR DOLOMIT	NO
	VIRGIN ATLANTIC AIRWAYS	NO
	CROSSAIR	<b>YES</b>
	BALKAN BULGARIAN AIRLINES	<b>YES</b>
	BRITISH AIRWAYS	<b>YES</b>
	BRITISH MIDLAND AIRWAYS	NO
	CANADIAN AIRLINES	NO
	CATHAY PACIFIC	<b>YES</b>
	CONTINENTAL AIRLINES	NO
	CZECH AIRLINES	NO
	EMIRATES AIRLINES	<b>YES</b>
	EUROWINGS	NO
	FINNAIR	NO
	IBERIA	<b>YES</b>
	ICELANDAIR	NO
	JAT YUGOSLAV AIRLINES	NO
	KLM	<b>YES</b>
	LITHUANIAN AIRLINES	NO
	LOT	NO
	LUXAIR	<b>YES</b>

<b>COUNTRY</b>	<b>COMPANIES CONSULTED</b>	<b>REPLIES RECEIVED</b>
	MALEV HUNGARIAN AIRLINES	NO
	MERIDIANA	NO
	NORTHWEST AIRLINES	NO
	OLYMPIC AIRWAYS	NO
	RIAIR RIGA AIRLINES	NO
	RYANAIR	NO
	SABENA	NO
	SAS	NO
	SINGAPORE AIRLINES	<b>YES</b>
	SWISSAIR	NO
	TAP AIR PORTUGAL	NO
	TAROM	NO
	THAI AIRWAYS	NO
	TOWER AIR	<b>YES</b>
	TURKISH AIRLINES	NO
	TWA TRANS WORLD AIRLINES	<b>YES</b>
	UKRAINE INTERNATIONAL AIRLINES	NO
	UNITED AIRLINES	NO
	US AIRWAYS	NO
	AERO MEXICO AIRLINE	<b>YES</b>
	AIR CANADA	NO
	AIR FRANCE	NO
	ALITALIA	<b>YES</b>
	ALL NIPPON AIRWAYS	<b>YES</b>
	AUSTRIAN AIRLINES	<b>YES</b>
	DELTA AIRLINES	<b>YES</b>
	JAPAN AIRLINES	NO
	KOREAN AIR	NO
	LUFTHANSA	<b>YES</b>
	QANTAS AIRWAYS	NO
	VARIG	NO

**Number of replies:** 22  
**Deadline for submitting bids:** 6 weeks  
**Company selected:** STAR ALLIANCE  
 MARCHE M.99/34  
**Value of contract:** Approximately FRF 8 million  
**Comments:** ....

**Subject:** (Office cleaning and waste disposal)

<b>COUNTRY</b>	<b>COMPANIES CONSULTED (29)</b>	<b>REPLIES RECEIVED</b>
<b>FRANCE</b>	ONET	NO
	ABILIS	<b>YES</b>
	GSF	<b>YES</b>
	CIE GENERALE	<b>YES</b>
	NETTOYAGE/ADC/ONYX	
	PENAUILLE	<b>YES</b>
	L'IMPECCABLE	<b>YES</b>
	SPEN	NO
	ISS	<b>YES</b>
	GESER KLYNOS	NO
	SIN & STES	NO
	ISOR	<b>YES</b>
	TEP/DEXEL	NO
	SAFEN	NO
	EUROGEM	NO
	ENCI	<b>YES</b>
TEFID OUEST	<b>YES</b>	
<b>PORTUGAL</b>	SP3 NETTOYAGE	NO
	LA BRENNE	NO
<b>BELGIUM</b>	GOM	NO
<b>ITALY</b>	GAMBA	NO
	STEREO	NO
	VIVALDI & CARDINO	NO
	MECAIR	NO
	PEDUS SERVICE	NO
<b>UNITED STATES</b>	OFFICE CLEANING SERVICE	NO
	RJW CLEANING SERVICE	NO
	CLEANING PERFECTORS	NO
	J&H CLEANING CONTRACTOR	NO
<b>GERMANY</b>	SEPTICONT	NO
<b>Number of replies:</b>	9	
<b>Deadline for submitting bids:</b>	3 weeks	
<b>Company selected:</b>	L'IMPECCABLE	
	MARCHE M. 99/09	
<b>Value of contract:</b>	9 640 108 FRF (before tax)	
<b>Comments:</b>		

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**Scope:** (Management of news-stand)

<b>COUNTRY</b>	<b>COMPANIES CONSULTED (15)</b>	<b>REPLIES RECEIVED</b>
<b>FRANCE</b>	NMPP	NO
	RELAIS HACHETTE	<b>YES</b>
	PIZZA HUT	NO
	GROUPE FLO	NO
	SARESCO	NO
	ETOS	NO
	AUCHAN	NO
	LECLERC	NO
	CARREFOUR	NO
	CASINO	NO
	APAGOR	NO
	JUSTE A TEMPS	NO
	<b>UNITED KINGDOM</b>	WH SMITH
BRENTANO'S		NO
<b>Number of replies:</b>	1	
<b>Deadline for submitting bids:</b>	4 weeks	
<b>Company selected:</b>	RELAIS H	
<b>Value of contract:</b>	N/A	
<b>Comments:</b>		

**Scope:** (Supply of photocopier paper)

<b>COUNTRY</b>	<b>COMPANIES CONSULTED</b>	<b>REPLIES RECEIVED</b>
<b>FRANCE</b>	DE RUYSSCHER	<b>YES</b>
	BELLEGARDE	<b>YES</b>
	OTP	<b>YES</b>
	REPROPAPIER	NO
	ZWECKFORM FRANCE	NO
	PERCHE	NO
	AUSSEDAT REY	<b>YES</b>
	NAVARRÉ	NO
	ARJOMARI	<b>YES</b>
	MALMENAYDE	NO
OCE	NO	
<b>LUXEMBOURG</b>	GROPALUX	NO
	MULLER & WEGENER	NO
	PAPYRUS	NO
<b>FINLAND</b>	UPM	NO
	STORAENSO	NO
	TRADING HOUSE HANSEL	NO
	FOREST ALLIANCE	NO
<b>AUSTRIA</b>	SCA FINE PAPER	NO
	NEUSIEDJER	NO
<b>TURKEY</b>	VEMKO	NO
	MUNESSILIK	NO
	KOMASSAN KOZOGLU	NO
	RAM	NO
	NEUSIEDLER	NO
<b>ITALY</b>	CCE ITALIA	NO
	CARTOTECNICA FAVINI	NO
	CARTIERE CARIOLARO	NO
<b>GERMANY</b>	DRESDEN PAPIER	NO
	EULER	NO
	HAINDL	NO
	PAPIERFABRIK	NO
	MOCHENBERGER	
	PAPIERFABRIK	NO
	MOCHENWANGEN	

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<b>COUNTRY</b>	<b>COMPANIES</b>	<b>REPLIES RECEIVED</b>
<b>GERMANY (contd.)</b>	NIEFERN	NO
	WEISSENSTEIN	NO
	SCHEUFELN	NO
<b>Number of replies:</b>	5	
<b>Deadline for submitting bids:</b>	5 weeks	
<b>Company selected:</b>	BELLE GARDE	
	MARCHE M.99/51	
<b>Value of contract:</b>	1 964 160 FRF (before tax)	
<b>Comments:</b>		

**PUBLIC AFFAIRS AND COMMUNICATION**

**Subject:** Supply of offset paper (80g/m2), coated board 1F.240g/m2 and unglazed coated paper 2F. 100g/m2

<b>COUNTRY</b>	<b>COMPANIES CONSULTED (56)</b>	<b>REPLIES RECEIVED</b>
<b>GERMANY</b>	TONNESMANN ET VOGEL	NO
	PAPIERFABRIK	NO
	ZANDERS	NO
	SCHEUFELN	NO
	ALBRBRUCK	NO
	HOLTZMANN	NO
<b>AUSTRIA</b>	ROMAN BAUERNFEIND	NO
	CARL.MECKENS	NO
	NORSKE SKOG	NO
	WAGNER GK	NO
<b>BELGIUM</b>	STORA LANGERBRUGGE	NO
<b>CANADA</b>	DOMTAR	NO
	AVENOR	NO
<b>KOREA</b>	NAMAHAN	NO
	SHINMOORIM	NO
	HONGWON	NO
<b>UNITED STATES</b>	CHAMPION	NO
	GILMAN	NO
	BOWATER	NO
	LUDLOW	NO
	MEAD PAPER	NO
<b>FRANCE</b>	PAP.DE FRANCE	<b>YES</b>
	NAVARRÉ	<b>YES</b>
	ENSO	NO
	PAP.DU PERCHE	<b>YES</b>
	PAP.DU CHATELLES	NO
	REPROPAPIER	<b>YES</b>
	LIBERT	<b>YES</b>
	GRAPHIC SERVICE	NO
	ARJOMARI	<b>YES</b>
	KNP LEYKAM	NO
PAP.DE VIZILLE	<b>YES</b>	
BELLE GARDE	NO	

<b>COUNTRY</b>	<b>COMPANIES CONSULTED</b>	<b>REPLIES RECEIVED</b>
<b>HUNGARY</b>	HUZFOI	NO
	DIOSGYORI	NO
	PCA BUDAPOK	NO
<b>IRELAND</b>	WEBTCH INTER	NO
<b>ITALY</b>	DEL GARDA	NO
	KORES	NO
	BURGO	NO
	ASSORCARTA	NO
<b>LUXEMBOURG</b>	PAPYRUS	NO
	MULLER	NO
<b>NORWAY</b>	ELVERUM	NO
	FENNOR	NO
	HUNSFOS	NO
	NORSKE	NO
<b>NETHERLANDS</b>	VAN HOUTUM	NO
	PARENCO	NO
	KNP LEYKAM	NO
<b>UNITED KINGDOM</b>	TULLIS RUSSELL	NO
	CURTIS FINE	NO
	SUNDERLAND	NO
<b>SWITZERLAND</b>	COATEL	NO
	PAP.DU VERSOIX	NO
<b>TURKEY</b>	SEKA DALAMAN	NO
<b>Number of replies:</b>	<b>7</b>	
<b>Deadline for submitting bids:</b>	<b>5 weeks</b>	
<b>Company selected:</b>	Offset paper 80g ARJOMARI Coated paper 100g ARJOMARI Coated board 240g ARJOMARI	
<b>Value of contract:</b>	Offset.paper 1.827.000 FRF.	
	Coated paper 185.380 FRF.	
	Coated board 268.450 FRF.	
<b>Comments:</b>	....	

**Subject:** Logistical services for sales of OECD publications

<b>COUNTRY</b>	<b>COMPANIES CONSULTED (28)</b>	<b>REPLIES RECEIVED</b>
<b>GERMANY</b>	R.WOLANSKI	NO
	DVG	<b>YES</b>
	F.WESTER	<b>YES</b>
	H.RAEMSCH	<b>YES</b>
<b>AUSTRIA</b>	ANTON HILSCHER	NO
	MBH	NO
<b>BELGIUM</b>	AEI	NO
<b>DENMARK</b>	FORLAG	NO
	SCHULTZ	NO
<b>UNITED STATES</b>	BOOKS INTER.	<b>YES</b>
	EBSCO	NO
	C ROBIN SETTLES	NO
	BOOKS INTER.	NO
	TASCO	NO
	PMDS	<b>YES</b>
<b>FRANCE</b>	STERLING PUB.ORPORATE PRESS	NO
	C.MICHEL	NO
	G.SZEJNER	<b>YES</b>
	D.CAYET	NO
	PUBLIDIFFUSION	<b>YES</b>
	RICOUL ROUTAGE	NO
	BAYARD	NO
	BEUDET	NO
DOMETRANS	NO	
<b>HUNGARY</b>	KALLEY	NO
	ZOLTAN	NO
<b>UNITED KINGDOM</b>	AARON GERSHFIELD	<b>YES</b>
	TURPIN	<b>YES</b>
<b>Replies received :</b>	9	
<b>Deadline for submitting bids:</b>	5 weeks	
<b>Company selected:</b>	D.V.G.	
<b>Value of contract:</b>	FRF 9 million	
<b>Comments:</b>		

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International calls for tender expected to be issued in 2000

<b>Subject of international calls for tender</b>	<b>Date of issue</b>	<b>Estimated value</b>
Supply of offset paper 80 g/m <sup>2</sup> , board coated on one side 240g/m <sup>2</sup> and unglazed board coated on both sides 100g/m <sup>2</sup>	July 2000	1 850 000 FRF 200 000 FRF 270 000 FRF
Supply of offset plates for the computer-to-plate system (CTP) and related products	July 2000	Between 900 000 FRF and 1 000 000 FRF

**INFORMATION TECHNOLOGY AND NETWORK SERVICES****Subject:** Call for tender for IT services and consultancies

<b>COUNTRY</b>	<b>COMPANIES CONSULTED (157)</b>	<b>REPLIES RECEIVED</b>
<b>GERMANY</b>	CONTROL DATA GMBH	NO
	PSI AG	YES
	SECURITY NETWORKS GMBH	NO
	SIEMENS	NO
	INFORMATIONSSYSTEMES	
	SOFTLAB GMBH	NO
<b>BELGIUM</b>	HENDYPLAN SA/NV	YES
	KERN	NO
	INTERNATIONALCONSULTANT SA	
<b>CANADA</b>	AMITA	NO
	BENTON ASSOCIATES INC	YES
	EXPERTTEXT SYSTEMS LTD	NO
	IVATION DATASYSTEMS INC	YES
	PRE PRINT	NO
	TRM TECHNOLOGIE INC	NO
	VALMET AUTOMATION LTD	NO
<b>FINLAND</b>	AVANCER OY	NO
	ICL DATA OY	NO
	NOKIA AB	NO
	NOVO GROUP OY	NO
	NOVO GROUP OY	NO
	TT TIETO OY	NO
<b>FRANCE</b>	AAI SAROC	NO
	ACME INFORMATIQUE	NO
	ADL	NO
	AG CONSULTANT	NO
	ALCATEL TITN ANSWARE	NO
	ALGORIEL	NO
	ALINEA	NO
	ALTI	NO
	APPLICATION GROUP	YES
	APTECH	YES
	ARCHE COMMUNICATION SA	YES
	ARES	NO
	ARGONET	NO
	ARIANNE II SA/NV	YES

<b>COUNTRY</b>	<b>COMPANIES CONSULTED</b>	<b>REPLIES RECEIVED</b>
<b>FRANCE contd.</b>	ARM CONSEIL	NO
	AS/TECH	NO
	AT&T ISTEEL	NO
	ATD GROUP	<b>YES</b>
	ATIX INTERNATIONAL	NO
	ATOS EXPLOITATION	NO
	AXETEL	NO
	AXONE	NO
	AXYS	<b>YES</b>
	BLUE ISR	NO
	CAP EUROP	NO
	CAP GEMINI	<b>YES</b>
	CAPTELECOM	NO
	CAST WORKBENCH	NO
	CC TEAM	NO
	CERITEX	<b>YES</b>
	CGI INFORMATIQUE	NO
	CLEMANCON ENTREPRISE	NO
	* COMPUTER ASSOCIATES	NO
	COMPUTERLAND	NO
	* CSC PINNACLE GROUP	NO
	DATA SERVICES	NO
	DECADE	<b>YES</b>
	DECYLOG	<b>YES</b>
	DEVOTEAM	<b>YES</b>
	DIEBOLD FRANCE	NO
	*° DIGITAL EQUIPMENT FRANCE	NO
	EDS	NO
	EIKOS	NO
	EUROPEENNE D'ASSISTANCE ET DE FORMATION	<b>YES</b>
	EUROSOFT SOLUTION SARL	<b>YES</b>
	EXOCOM SYSTEMS CORP	NO
	FASTNET	NO
	FRANCE TELECOM EXPERTEL	NO
	* GARTNERGROUP FRANCE SARL	NO
	* GEAC	NO
	GENA INFORMATIQUE	NO
	GFI	NO
	GI INFORMATIQUE	NO
	GROUP LGS FRANCE	<b>YES</b>
	GTIE	NO
HERVE SCHAUER CONSULTANTS	NO	

\* International companies consulted through their representatives in France.

° Negative replies are treated as replies received.

<b>COUNTRY</b>	<b>COMPANIES CONSULTED</b>	<b>REPLIES RECEIVED</b>
<b>FRANCE contd.</b>	* HEWLETT PACKARD FRANCE	<b>YES</b>
	HIS	NO
	* HUNTERSKIL HOWARD	<b>YES</b>
	IACP INFORMATIQUE	NO
	* IBM FRANCE	NO
	ICL FRANCE	NO
	IM INFO	NO
	INITIATIVE INFORMATIQUE	<b>YES</b>
	INTERSOFT	<b>YES</b>
	ITHAQUE	<b>YES</b>
	KENT	NO
	LCS	NO
	LGS	NO
	LINEA TECHNOLOGIE	NO
	* LOTUS ASSISTANCE SARL	NO
	MARINE TELECOM	<b>YES</b>
	MCI MANAGEMENT ET CONSEILS	NO
	EN INFORMATIQUE	
	MEDIATEC	NO
	* MEMOREX TELEX	<b>YES</b>
	METALOGIC	NO
	* MICROSOFT	<b>YES</b>
	NESS CONSULTING	NO
	NEUROCOM	<b>YES</b>
	NEURONESS SA	<b>YES</b>
	NPS	NO
	° OCEI	NO
	* OLIVETTI FRANCE	NO
	OLSTEN TRAVAIL TEMPORAIRE	NO
	OPSI INGENIERIE	<b>YES</b>
	* ORACLE	NO
	OSIS	<b>YES</b>
	PARSON ASSISTANCE SA	NO
	* PEOPLE SOFT FRANCE SA	NO
	PHENIX ENGINEERING	NO
	PRO CESSUS CONSULTANTS	NO
	QUALITE SA	<b>YES</b>
	SD & I GROUPE SYDELIS	NO
	SEINE ET MARNE INFORMATIQUE	NO
	SEMA GROUPE	NO
SKYWAY MULTIMEDIA	NO	
SMSA	<b>YES</b>	
SMX	NO	

\* International companies consulted through their representatives in France.

° Negative replies are treated as replies received.

<b>COUNTRY</b>	<b>COMPANIES CONSULTED</b>	<b>REPLIES RECEIVED</b>
<b>FRANCE contd.</b>	SNAISO COMMUNICATIONS	NO
	SOFT COMPANY	NO
	SSTB	NO
	SYSTEME 77	NO
	SYTEX AGS	<b>YES</b>
	TEAM TECH	NO
	TESSI	NO
	TETRASYS	<b>YES</b>
	TMIS CONSULTANT	NO
	◦ TR SERVICES	NO
	TRANSICIEL ISR	<b>YES</b>
	UNILOG	NO
	UNION TECHNOLOGIES	<b>YES</b>
	* UNISYS	NO
WIN	NO	
<b>GREECE</b>	INTRASOFT	NO
<b>IRELAND</b>	BLUEWATCH	<b>YES</b>
<b>ITALY</b>	DATAMAT INGEGNERIA DEI	NO
	EMIDATA SPA	NO
	ESSA SOFTWARE SPA	NO
	FINSIEL CONSULENZE	NO
	FINOTEAM SPA	NO
	FORLOG	NO
	CONZULENZA AZIENDALE	NO
	CONZULENZA SISTEMI	NO
	PROCEDURE	
	INGEGNERIA INFORMATICA SPA	NO
<b>LUXEMBOURG</b>	METALOGIC SARL	<b>YES</b>
<b>UNITED KINGDOM</b>	ALTIS CONSULTING LTD	NO
	GATTON CONSULTING GROUP	NO
	MBA	NO
	PERCUSSION SOFTWARE LIMITED	NO
	VENUS GROUP	NO
<b>SWITZERLAND</b>	SAPHIR CONSULTING SARL	<b>YES</b>

\* International companies consulted through their representatives in France.

◦ Negative replies are treated as replies received.

<b>COUNTRY</b>	<b>COMPANIES CONSULTED</b>	<b>REPLIES RECEIVED</b>
<b>UNITED STATES</b>	BSO ASSOCIATES INC	NO
	ENTEX INFORMATION SYSTEMS	NO
	FAME INFORMATION SERVICES	NO
	HUNTER GROUP INC	NO
	RADCOR TECHNOLOGY INC	YES
<b>Number of replies:</b>	<b>40</b>	
<b>Deadline for submitting bids:</b>	<b>8 weeks</b>	
<b>Company selected:</b>	<b>See below</b>	
<b>Value of contract:</b>	<b>See below</b>	
<b>Comments:</b>		
<b>M.99/02</b>	EUROSOFT: Help-desk technicians	<b>Minimum 234 500 FRF</b>
<b>M.99/03</b>	SMSA: On-site IT technicians	<b>Maximum 1 538 000 FRF</b> <b>Minimum 35 100 FRF</b>
<b>M.99/04</b>	FOCAL: Financial applications	<b>Maximum 351 600 FRF</b> <b>Minimum 650 000 FRF</b>
<b>M.99/12</b>	MICROSOFT: Development of Microsoft products and assistance	<b>Maximum 1 500 000 FRF</b> <b>Minimum 324 000 FRF</b>
<b>M.99/17</b>	FOCAL: Assistance with the development of Internet/Intranet applications	<b>Maximum 648 000 FRF</b> <b>Minimum 473 000 FRF</b> <b>Maximum 967 500 FRF</b>

**Subject:** Call for tender for microcomputers and portable computers

<b>COUNTRY</b>	<b>COMPANIES CONSULTED (59)</b>	<b>REPLIES RECEIVED</b>
<b>GERMANY</b>	SIEMENS NIXDORF	NO
<b>AUSTRIA</b>	SIEMENS NIXDORF	NO
<b>FINLAND</b>	NOVO GROUP OY	NO
	TT TIETO OY	NO
	TT TIETO OY/PUBLIC INTERNATIONAL	NO
<b>FRANCE</b>	ABMICROCONSEIL SA	<b>YES</b>
	ARES	<b>YES</b>
	AURA	NO
	CAP EUROP	<b>YES</b>
	* COMPAQ	NO
	COMPUTERLAND	NO
	* DELL COMPUTER SA	<b>YES</b>
	ETNA CONSULTING	NO
	* FUJITSU ICL COMPUTERS SA	NO
	* HEWLETT PACKARD FRANCE	NO
	* IBM FRANCE	<b>YES</b>
	INFODIS	NO
	MEDIATEC	<b>YES</b>
	* OLIVETTI FRANCE	NO
	QUALITE SA	<b>YES</b>
	* SAMSUNG ELECTRONICS FRANCE	NO
	SME	<b>YES</b>
	* SONY FRANCE	NO
	* TOSHIBA FRANCE	<b>YES</b>
	* UNISYS	NO
	ZENITH DATA SYSTEMS	NO
<b>IRELAND</b>	GATEWAY 2000 IRELAND	NO
<b>ITALY</b>	4P	NO
	ASEM	NO
	ASYSTEL	NO
	ATHENA INFORMATICA	NO
	COMPAQ COMPUTER	NO
	DECISION SYSTEMS INTERNATIONAL	NO
	NEOLT	NO
	OLIDATA	NO
	TOP EUROP	NO
	TORVAN	NO

\* International companies consulted through their representatives in France.

° Negative replies are treated as replies received.

<b>COUNTRY</b>	<b>COMPANIES CONSULTED</b>	<b>REPLIES RECEIVED</b>
<b>LUXEMBOURG</b>	BULL SA	NO
	DIGITAL EQUIPMENT SA	NO
	ECO PLUS	NO
	HEWLETT PACKARD BELGIUM SA	NO
	IBM BELGIUM SA	NO
	MEMOREX TELEX	NO
	◦ NCR BELGIUM & CO	NO
	OLIVETTI OLSY SOLUTIONS	NO
	ORACLE LUXEMBOURG	NO
	SIEMENS NIXDORF INFORMATION SYSTEMS	NO
	SUN MICROSYSTEMS COMPUTERS SA	NO
	UNISYS SA	NO
	VOBIS	<b>YES</b>
<b>TURKEY</b>	ESCORT SISTEM BILGISAYAR SANAYI VE TICARET AS	NO
	IBM TUK LTD STI	NO
	ROMAR PAZARLAMA SAN.VE TIC.AS	NO
	THLAS ACER BILGISAYAR SISTELERI SAN.VE TIC.AS	NO
	VESTEL BILISIM TEKNOLOJILERI TIC.VE SAN AS	NO
	COMPAQ COMPUTER CORP	NO
	DELL INTERNATIONAL USA	NO
	IBM USA	NO
UNISYS USA	NO	
<b>UNITED STATES</b>		
<b>Number of replies:</b>	<b>10</b>	
<b>Deadline for submitting bids:</b>	<b>6 weeks</b>	
<b>Company selected:</b>	<b>None</b>	
<b>Value of contract:</b>	<b>FRF</b>	
<b>Comments:</b>	<b>Decision not yet taken</b>	

\* International companies consulted through their representatives in France.

◦ Negative replies are treated as replies received.

**Subject:** Call for tender for a help-desk system

<b>COUNTRY</b>	<b>COMPANIES CONSULTED (55)</b>	<b>REPLIES RECEIVED</b>
<b>CANADA</b>	WILCOM SYSTEMS LTD	NO
<b>SPAIN</b>	AUTOMATIZACION Y CONTROL SL	NO
	COMPUTER ASSOCIATES ESPANA	NO
	CONSULTING INFORMATICO	NO
	ELECTRONICS DATA SYSTEMS ESPANA	NO
	INFORMATION TECHNOLOGY SYSTEMS	NO
	INGENIERIA DE SOFTWARE AVANZADO SA	NO
	SERMATICA SA	NO
	SOFTEC SA	NO
	TECHNOLOGY IN BUSINESS SPAIN	NO
	WANG ESPANA SA	NO
<b>FRANCE</b>	APPLIX FRANCE	<b>YES</b>
	* ARCHE GROUP SIEMENS	<b>YES</b>
	ATOS	<b>YES</b>
	BUSINESS LINE	<b>YES</b>
	* COMPUTER ASSOCIATES FRANCE	NO
	* DATAWATCH FRANCE	<b>YES</b>
	DEODIS	<b>YES</b>
	* HEWLETT PACKARD FRANCE	NO
	* INDUCTIVE FRANCE	NO
	* NETWORK ASSOCIATES INC FRANCE	<b>YES</b>
	PARTNERS CONSULTING	NO
	PEREGRINE SYSTEMS	<b>YES</b>
	PLATINUM TECHNOLOGY	NO
	REMEDY EUROPE DU SUD	NO
	ROYALBLUE	<b>YES</b>
	* STAFF&LINE FRANCE	<b>YES</b>
	SYNOPSE	<b>YES</b>
	SYS-DIS	NO
	SYSTEM SOLUTION	NO
	TSC EUROPE FRANCE	NO
	VALORIS	NO
	VANTIVE FRANCE	NO

\* International companies consulted through their representatives in France.

° Negative replies are treated as replies received.

<b>COUNTRY</b>	<b>COMPANIES CONSULTED</b>	<b>REPLIES RECEIVED</b>
<b>IRELAND</b>	EWARE LTD	NO
<b>ITALY</b>	CENTRO COMPUTER SPA	NO
	DECISION SYSTEMS	NO
	INTERNATIONAL SPA	
	DELTA INFORMATICA SPA	NO
	EIS SPA ELETTRONICA	NO
	INGENERIA SISTEMI	
	ICL SORBUS SPA	NO
	PROGRAMMI APPLICATIVI SISTMI	NO
	SERVIZI INFORMATIVI	
	SIPAC SOCIETA ITALIANA PER	NO
	ASSISTENZA	
	TC SISTEMA SPA	NO
<b>NORWAY</b>	PC SYSCOM LTD	NO
<b>NETHERLANDS</b>	2 SYSTEMS B.V	NO
<b>UNITED KINGDOM</b>	BENDAN EUROP LTD	NO
	FIRSTWAVE TECHNOLOGIE UK	NO
	LTD	
	GOLDMINE SOFTWARE	<b>YES</b>
	CORPORATION	
	PSISOFT	NO
	SCOPUS TECHNOLOGY EUROP	NO
<b>SWITZERLAND</b>	SERVICEWARE INTERNATIONAL	NO
<b>UNITED STATES</b>	BLUE OCEAN SOFTWARE INC	NO
	GENESYS	NO
	GWI SOFTWARE	NO
	PROAMERICA	NO
	STERLING SOFTWARE	NO
<b>Number of replies:</b>	<b>12</b>	
<b>Deadline for submitting bids:</b>	<b>6 weeks</b>	
<b>Company selected:</b>	<b>None</b>	
<b>Value of contract:</b>		
<b>Comments:</b>	<b>None (decision not yet taken)</b>	

**Subject:** Call for tender for development of the OECD website

<b>COUNTRY</b>	<b>COMPANIES CONSULTED (83)</b>	<b>REPLIES RECEIVED</b>
<b>GERMANY</b>	FA. GRAPHODATA COM	NO
	MULTIMEDIA SOFTWARE GMBH DRESDEN	NO
	ROBERT BOSCH GMBH	NO
<b>AUSTRALIA</b>	ACUMEN MULTIMEDIA PTY LTD	NO
	CHROME GLOBAL	NO
	EMPIRE RIDGE PTY LTD	NO
	FLUID INTERACTIVE	NO
	GSAT LTD	NO
	KATHY WONG CREATIVE DESIGN	NO
	MURCHISON PRODUCTION PTY LTD	NO
	NEOSTREAM INTERACTIVE	NO
	SHELL SERVICES	NO
	INTERNATIONAL PTY LTD	
	THE TOMATO CONSURTUM	NO
	TOTALNET PRESENCE	NO
	TRICHROM PTY LTD	NO
	ZIVO PTY LTD	NO
<b>AUSTRIA</b>	KRAFTWERK KOMMUNIKATIONS- U UNTERNEHMENSBERATUNG GMBH	NO
	LEXIDATA LEXIHOLDING	NO
	MR. GOTTFRIED BAUMGARTNER	NO
	MR. MICHAEL ERZ	NO
	SOFTWARE SCHMEIDER GMBH	NO
<b>BELGIUM</b>	CENTRUM VOOR ORGANISATIE EN INFORMATICA N.V	NO
	EUREGIO.NET AG	NO
<b>CANADA</b>	IFRONT-INTERNET FRONTIER INC	NO
	NGAGE ELECTRONIC COMMERCE	NO
<b>FRANCE</b>	ADEQUAD	NO
	ALLABAN WEBSYSTEMS	NO
	ANDERSEN CONSULTING	<b>YES</b>
	ATOS	NO
	BUSINESS OBJECTS SA	NO
	*° CAP GEMINI INNOVATION	NO

\* International companies consulted through their representatives in France.

° Negative replies are treated as replies received.

<b>COUNTRY</b>	<b>COMPANIES CONSULTED</b>	<b>REPLIES RECEIVED</b>
<b>FRANCE contd.</b>	CENTRE INTERNET EUROPEEN	NO
	COPLANET	NO
	CRIL TECHNOLOGY	NO
	FRANCE NET	NO
	*° IBM FRANCE	NO
	IMAGINET	NO
	° INTEGRA	NO
	* LOTUS	NO
	PIXEL PARK	<b>YES</b>
	SI SYSTEM	NO
	* SIEMENS BUSINESS SERVICES	<b>YES</b>
	*° SITA-EQUANT	NO
	UUNET	NO
	VERITY FRANCE	<b>YES</b>
	VIGNETTE	<b>YES</b>
	WEBNET	NO
* XEROX PROFESSIONAL DOCUMENT SERVICES	NO	
<b>ITALY</b>	AREA SCIENCE PARK	NO
	ASTER SCRL	NO
	ATOS	NO
	CD SYSTEMS SRML	NO
	CONSULNORD AUTOMAZIONE	NO
	DELTA INFORMATICA SPA	NO
	FLASHNET	NO
	HYDRA SRL	NO
	HYPERSOFT SRL	NO
	INRETE SAS DI G. BERNARDI & C.	NO
	RDI SRL	NO
	WEB SERVICES SRL	NO
	XTEAM SRL	NO
<b>NETHERLANDS</b>	M & I TOKAPI	NO
<b>POLAND</b>	MINISTRY OF ECONOMY OF POLAND	NO
<b>UNITED KINGDOM</b>	ALTA EUROP LTD	NO
	APPLIED INTERNET SOLUTIONS LTD	NO
	APPLIEDNET LTD	NO
	CONE SOFTWARE LTD	NO
	DATAWARE HOUSE TECHNOLOGIES LTD	<b>YES</b>

\* International companies consulted through their representatives in France.

° Negative replies are treated as replies received.

<b>COUNTRY</b>	<b>COMPANIES CONSULTED</b>	<b>REPLIES RECEIVED</b>
<b>UNITED KINGDOM contd.</b>	DOMAIN TECHNOLOGIES	NO
	HUNTER LODGE DESIGN LTD	NO
	MR. GEORGE CWAJNA	NO
	OVEN DIGITAL	NO
	WORLD AXXESS LTD	NO
<b>SWEDEN</b>	SKANSKA IT SOLUTIONS	NO
	VINDROSEN AB	NO
<b>UNITED STATES</b>	CAMBRIDGE TECHNOLOGY PARTNERS	<b>YES</b>
	EURO RSCG WORLDWIDE	NO
	INTERLIANT	NO
	NDA	NO
	OVEN DIGITAL	NO
	PC DOCS/FULCRUM	NO
	STRATEGIC INTERACTIVE GROUP	NO
	USWEB/CKS	NO
<b>Number of replies:</b>	<b>7</b>	
<b>Deadline for submitting bids:</b>	<b>7 weeks</b>	
<b>Company selected:</b>	<b>Pixel Park *</b>	
<b>Value of contract:</b>		
<b>Comments:</b>	<b>*Contract currently being finalised</b>	

**Calls for tender planned in  
2000 (provisional)**

- 1) IT CONSULTING AND SERVICES
- 2) INTERNATIONAL  
COMMUNICATIONS SERVICES
- 3) PAYROLL SYSTEM
- 4) HUMAN RESOURCE KIOSK  
APPLICATIONS
- 5) NETWORK STORAGE DEVICES
- 6) OUTSOURCING WEB AND OLIS  
SYSTEM
- 7) PCS
- 8) LAPTOPS
- 9) PRINTERS
- 10) OUTSOURCING OF SELECTED IT  
SERVICES
- 11) ARCHIVING FACILITIES
- 12) REPLACEMENT OF TELEPHONE  
SYSTEM

## **CONTRACTS BASED ON A DEROGATION FROM THE CALL FOR TENDER PROCEDURE**

### **1. Derogation from the tender procedure by decision of the Secretary-General or a Deputy Secretary-General, without prior consultation of the Contracts Committee, in cases of overriding urgency and in the interests of the Organisation [Rule 19c) of the Financial Rules].**

One derogation requested:

- Performance of major financial analyses by a Dutch firm of auditors. The derogation was granted primarily for the following reason: the urgent need to review the Organisation's financial and accounting system, which it was thought did not provide an accurate picture of the Organisation's reserves, in response to a warning issued by the Chief Accountant.

### **2. Derogation from the international call for tender procedure for reasons of urgency or opportunity.**

#### **2.1 By decision of the Financial Controller [Rule 22e) of the Financial Regulations].**

Five derogations requested:

- Painting work and installation of floor and wall coverings in the Organisation's premises. The derogation was granted for the following main reason: need to have teams of workers available in accordance with requests from the building works section made as and when needed.
- Management of the Organisation's telephone system and provision of back-up services. The derogation was granted for the following main reason: need to have workers permanently available and at very short notice in the event of a system failure or malfunction.
- Supply of handling services. The derogation was granted for the following main reason: need to have workers vetted by the security service available at short notice.
- Replacement of the central fire protection system. The derogation was granted for the following main reason: nature of the work and constraints of French regulations.
- Purchasing of office supplies. The derogation was granted for the following main reason: need for supplies to be delivered directly to Directorates within 24 to 48 hours.

### **3. Derogation from the national call for tender procedure.**

#### **3.1 In the interests of the Organisation, by special written decision of the Secretary-General or a Deputy Secretary-General, after preliminary opinion of the Contracts Committee [Rule 19a)i) of the Financial Rules].**

One case of derogation:

- Modification of certain catering contract services (restructuring of the services proposed) as a result of the financial losses suffered by the supplier since entering into the contract in 1997. The derogation was granted for the following main reasons: issuing a new call for tender would have

meant that the Organisation would have had to bear the entire cost of this restructuring and, in the event of another supplier being chosen, would have incurred financial penalties for the Organisation for the cancellation of the existing contract.

**3.2 In the interests of the Organisation and within a period, which by reason of unforeseeable circumstances, is too short [Rule 19a) ii) of the Financial Rules].**

Two derogations requested:

- Performance of clean-up work in air-conditioning systems in which inspections had revealed traces of asbestos fibres in the ductwork. The derogation was granted for the following main reason: only two companies had been identified as possessing the necessary expertise and ability to supply services at short notice; they were therefore the only companies consulted.
- One-year renewal of the health insurance contract for the Organisation's staff, together with amendment of the financial terms of the contract. The derogation was granted for the following main reason: issuing a call for tender this year would not have produced a significantly different outcome.

**3.3 Due to the special nature of goods or services, by decision of the competent official after preliminary opinion of the Contracts Committee [Rule 19a) ii) of the Financial Rules].**

Eleven derogation requests:

- Purchase of intellectual services for the specification and implementation of a system to monitor the rules of reform in the area of competition law and policy. The derogation was granted for the following main reason: only one specialist had all the skills required.
- Purchase of additional services for implementation of the performance appraisal system. The derogation was granted for the following main reason: quality of the services offered and the need for consistency in implementing the appraisal system.
- Purchase of logistical support services for a seminar organised by the IEA in Bratislava. The derogation was granted for the following main reason: only one company was capable of organising this type of event in Bratislava and had already been awarded a contract by the European Commission which was co-financing the event.
- Performance of two studies as part of the NEA's thermochemical database project. The two derogations (phase 1 and 2) were granted for the following main reason: the best companies had been selected by the Management Board in charge of overall supervision of the project.
- Purchase of additional display monitors for the IEA conference room. The derogation was granted for the following main reason: the model already installed was no longer manufactured and was only available from a single supplier.
- Updating of an IOS study comparing levels of pay for professional grades in the six co-ordinated organisations with pay levels for employees in the private sector with equivalent levels of responsibility. The derogation was granted for the following main reason: to ensure the consistency, at a reasonable cost, of a study whose first phase had been completed to the full satisfaction of the CCR.

- Purchase of services in preparation for the forum 2000 at the forthcoming ministerial meetings. The derogation was granted for the following main reason: the unique nature of the service offered without any financial risk for the Organisation.
- Out-sourcing of the management of a convenience store (“Espace Château”). The derogation was granted for the following main reason: only a single supplier remained after an unproductive call for tender.
- Performance of a study on development of a self-regulated learning assessment instrument. The derogation was granted for the following main reason: unique nature of the service offered, as confirmed by a group of experts.
- Participation by the OECD in Expo 2000 in Hanover. The derogation was granted for the following main reason: there was no choice of supplier.

**3.4 Owing to a factual or legal situation, there is only one supplier capable of meeting the needs of the Organisation [Rule 18a) of the Financial Rules].**

Two derogations requested:

- The list of sole suppliers by OPS Purchasing Office. The derogation was granted for the following reasons: the suppliers are manufacturers of the equipment for which they provide servicing or maintenance; the suppliers are the only publishers of the data purchased by the Organisation.
- List of sole suppliers by the ITN Purchasing Office. The derogation was granted for the following reasons: the suppliers are the manufacturers of the equipment for which they provide servicing maintenance or the purchase of additional licences, in particular, for statistical database management systems.

**3.5 For the first two tacit or express renewals on the same terms, including financial terms, of a contract in respect of which there was an invitation to tender, by decision of the competent official, with the approval of the Financial Controller [Rule 18 b) of the Financial Rules].**

One derogation requested:

- Contract to manage the health insurance of the Organisation’s staff (one-year renewal pending a new call for tender).

**CONTRACTS AWARDED TO COMPANIES WHOSE TENDER WAS NOT THE LOWEST**

Out of 60 contracts, 9 were awarded to firms that did not submit the lowest tender.

In all cases, the lowest tender did not entirely meet the technical and quality requirements given in the specification.

Out of the above 60 contracts, 1 was awarded to the single company that replied.