



# **Alexandria International Containers Terminals S.A.E**

*(Private free Zone Company)*

## ***Request for Proposal***

***For***

***Nutanix Solution Warranty Support renewal  
for Alexandria International Containers Terminals***

***S.A.E***

***Reference No. (T/AICT/IT/03/2026)***

*(Version 1.0)*

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# 1 INTRODUCTION

## 1.1 Our work

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Alexandria International Containers Terminals S.A.E is a part of the Hutchison Port Holdings' (HPH) global network of container terminals. HPH is the leading independent port developer and operator in the world. In its short operating target, ALEXANDRIA INTERNATIONAL CONTAINERS TERMINALS S.A.E need to establish itself as the preferred terminal operator by achieving high levels of operating efficiency and customer satisfaction.

## 1.2 Purpose

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Alexandria International Containers Terminals S.A.E invites qualified vendors to submit their best competitive offer for **Nutanix Solution Warranty Support renewal with 2 years** in three datacenter (DKH, ALX, DR) to have excellent coverage for all technical requirement to achieve requirement including 2 year vendor warranty and support renewal for requested solution.

# 2 SCOP OF WORK

The broad scope of work as detailed in this section refers to **Nutanix Solution Warranty Support renewal** with 2 years warranty at ALEXANDRIA INTERNATIONAL CONTAINERS TERMINALS S.A.E.

# 3 WARRANTY SUPPORT

2 years warranty and support renewal for Nutanix solution.

# 4 LANGUAGE OF BID

The Bid prepared by the Bidder, as well as all correspondence, documents relating to the Bid exchanged by the Bidder and Alexandria International Container Terminals, supporting documents, and printed literature shall be written in English.

## 4.1 Documents Comprising the Bid

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Each bid shall be in two parts: -

- A. Part I- Technical Proposal.
- B. Part II- Price Proposal.

The two parts should be in two separate covers, each super-scribed with the name of the Project as well as "Technical Proposal" and "Price Proposal" as the case may be.

Most provide the technical proposal in hardcopy and softcopy.

## 4.2 Part I - Technical Proposal.

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The technical proposal should reflect the ability of service supplier and must include the following:

- 1- Company profile with previous implemented project.
- 2- The vendor must be partner of the required services
- 3- Delivery and acceptance criteria for each point in the project will be reviewed by Alexandria International Container Terminals

## 4.3 PART II - PRICE PROPOSAL.

- 1- Company Financial Documents
- 2- All prices should be itemized.
- 3- All prices are in USD or Egyptian pound.
- 4- For only suppliers located on Egypt Payment in EGP according to central bank charges in time of payment
- 5- Price excluding VAT and customs fees.
- 6- 2025 company's budget

## 4.4 Submission of Bids

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- 1- **Sealing and Marking of Bids:** The Bidders shall seal the envelopes containing “Technical Bid” and “Price Bid” separately and the two envelopes shall be enclosed and sealed in an outer envelope. The Bidder should additionally submit soft copies of the Technical Specification in the form of CD.
- 2- **Deadline for Submission of Bids:** Bids must be received by Alexandria International Container Terminals at the address specified, no later than the date and time specified in the Invitation to Bid.
- 3- Alexandria International Container Terminals may, at its discretion, extend this deadline for the submission of Bids by amending the Bid Documents, in which case, all rights and obligations of Alexandria International Container Terminals and bidders, previously subject to the deadline, will thereafter be subject to the deadline as extended.
- 4- **.Clarification of Bids:** During evaluation of the Bids, Alexandria International Container Terminals, at its discretion, may ask the bidder for clarification of its Bid. The request for clarification and the response shall be in writing, and no change in the prices or substance of the Bid shall be sought, offered, or permitted.

# 5 TERMS AND CONDITIONS

## 5.1 Assignment

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The Supplier shall not assign, in whole or in part, its obligations to perform under the Contract, except with the Alexandria International Container Terminals’ prior written consent.

## 5.2 5.2 Prices:

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The prices are fixed and shall not be subject to any variation. The supplier shall absorb the parts and labor of any missing components, if any, required to connect the items purchased by Alexandria International Container Terminals under this Agreement.

# 6 PAYMENT TERMS:

100% after activating the licenses.