



**Request for Tender
RFT 9100-001**

**SUPPLY OF PYROTECHNICS
AND
SPECIAL EFFECTS SERVICES**

Due Date:

April 07 2015

17:00 hours PNG time

Suppliers intent on submitting a tender must notify Elma Polum no later than March 27, 2015 by 17:00 Local PNG time to elma.polum@portmoresby2015.com



1 Introduction

The 15th Pacific Games will be held in Port Moresby from 4th - 18th July, 2015. The Games will showcase the participation of more than 3000 athletes from 24 Pacific Nations in 28 sports and disciplines. 2015 will mark the 40th anniversary of Papua New Guinea's independence, and the Games are sure to feature strongly in Papua New Guinea's celebrations. This will also mark the third occasion on which Papua New Guinea have hosted the Pacific Games, following earlier events in 1969 and 1991.

The appointed service providers for the 2015 Pacific Games will play a vital role in planning, developing and delivering a world class sporting event, which will contribute to Papua New Guinea's reputation as one of the region's truly sporting nations.

The Opening and Closing Ceremonies will be the anchor points of the Games, and will ensure that the Games commence and finish in a way that celebrates the achievements of the Athletes and the country of Papua New Guinea

MAKODA Productions Ltd has been engaged by the Pacific Games Committee to deliver the Opening and Closing Ceremonies for the 15th PACIFIC GAMES in Port Moresby, Papua New Guinea. MAKODA is in need of Pyrotechnics Provision, Design and Services and is accepting proposals in response to this Request for Tender in order to find a qualified source to provide for the 15th Pacific Games Opening and Closing Ceremonies.

The Opening Ceremony will be held on July 4, 2015 at the newly redeveloped Sir John Guise Outdoor Stadium. The capacity of the stadium has been increased to 15,000 spectators and it is expected the Ceremony will involve a cast of 4000 plus 3,500 athletes.

The Closing Ceremony will be held on July 18, 2015 at the newly redeveloped Sir Hubert Murray Outdoor Stadium. The capacity of the stadium will be around 15,000 spectators and it is expected the Ceremony will involve a cast of 200 plus 3,500 athletes.

2 Objective

The purpose of this Request for Tender (RFT) is to obtain suitable detailed tenders from interested and competent suppliers to be considered by PNG 2015 Pacific Games Limited ("PNG 2015") to select a supplier(s) that can provide the Opening and Closing Ceremonies with pyrotechnics and Special Effects services, subject to the pricing, supplier and quality of the services accordingly to the scope outlined in this this RFT.

Depending on the outcome of this RFT, PNG 2015 shall go straight to negotiations with one or more companies. PNG 2015, or its agents, reserves rights to contract with one or more companies for the supply of services, or reject any or all tenders.

It is the intention to appoint one or more suppliers on or before April 15, 2015 depending on the outcome of this RFT.



3 Terms & Conditions

3.1 Purpose of the Request for Tender

The purpose of this Request for Tender is to obtain affordable and quality products and services from interested and competent companies to be considered by the PNG 2015 Pacific Games Limited ("PNG 2015") to supply these products and services for the Opening and Closing ceremonies for the Pacific Games.

3.2 Definition and Administrative Requirements

3.2.1 Definitions

Throughout this Request for Tender, the following definitions apply:

"RFT" means this Request for Tender

"PNG 2015" or **"Games"** means the *Port Moresby 2015 Pacific Games*.

"MAKODA" means the *MAKODA Productions Limited* who are the company appointed by PNG 2015 to produce the Opening and Closing Ceremonies of the 2015 Pacific Games.

"Supplier" means *an individual or company that submits, or intends to submit, an application in response to this RFT.*

"Application" or **"Response"** means the *written submission from an Applicant/Supplier.*

"FOB Destination" means *seller pays freight charges, bears freight charges, owns goods in transit and files claim (if any)*

"Ex-Works" – means *the seller to deliver goods at his or her own place of business. All other transportation costs and risks are assumed by the buyer.*

"Production Lead Time" –
manufacturing time between the design of a product and its production

"Order Lead Time" - means *the time from the placing of an order to the delivery of the goods*

"Manpower" - means *the people required for labour work for installation and dissembling.*

3.2.2 Terms and Conditions

The following terms and conditions will apply to this RFT. Submission of an application to this RFT indicates acceptance of all the terms that follow and that are included in any addenda issued by the PNG 2015.

3.2.3 Late Applications

Late applications will **not** be accepted.



3.2.4 Eligibility

Applications will not be evaluated if the applicant's current or past corporate or other interests may, in the PNG 2015's opinion, give rise to a conflict of interest in connection with the project described in this RFT.

3.2.5 Evaluation

Evaluation of applications will be by a Committee formed by the PNG 2015 including MAKODA Productions and may include employees and Suppliers of the PNG 2015.

3.2.6 Changes to Applicant's Response

By submission of a clear and detailed written notice, the Applicant may amend or withdraw its application to this RFT prior to the closing date and time. The applicant may not change the wording of its application after closing and no words or comments will be added to their response unless required by the PNG 2015 for clarification.

3.2.7 Applicant's Expenses

Applicants are solely responsible for their own expenses in preparing their responses and for subsequent proposals, negotiations etc., with the PNG 2015, if any. If the PNG 2015 elects to reject all responses, the PNG 2015 will not be liable to any Applicant for any claims, whether for costs or damages incurred by the Applicant in preparing their response, loss of anticipated profit in connection with any future Contract, or any other matter whatsoever.

3.2.8 Tender Validity

Applications must be open for acceptance for 30 days after the closing date.

3.2.9 Sub-Contracting

Using a sub-Supplier (who must be clearly identified in the application) is acceptable. This includes a joint submission by two Applicants having no formal corporate links. However, in this case, one of these Applicants must be prepared to take overall responsibility and this should be clearly defined in the application.

Sub-contracting to any firm or individual who's current or past corporate or other interests may, in the PNG 2015's opinion, give rise to a conflict of interest in connection with the project or program described in this RFT will not be permitted.

Where applicable, the names of approved sub-Suppliers listed in the application will be included in any subsequent Contract. No additional sub-Suppliers will be added, or any other changes made, to this list in the Contract without the written consent of the PNG 2015.

3.2.10 Liability for Errors

While the PNG 2015 has used considerable efforts to ensure information in this RFT is accurate, the information contained in this RFT is supplied solely as a guideline for Applicants. The information is not guaranteed or warranted to be accurate, nor is it necessarily comprehensive or exhaustive. Nothing in this RFT is intended to relieve Applicants from forming their own opinions and conclusions with the respect to the matters addressed in this RFT.



3.2.11 Modification of Terms

The PNG 2015 reserves the right to modify the terms of this RFT at any time, including the right to cancel this RFT at any time prior to the closing date and time.

3.2.12 Ownership of Applications

All applications submitted to the PNG 2015 become the property of the PNG 2015.

3.2.13 Use of Request for Tender (RFT)

Any portion of this document, or any information supplied by the PNG 2015 in relation to this RFT may not be used or disclosed, for any purpose other than for the submission of an application.

3.2.14 Disclaimer

- The lodgement of an RFT shall not be treated as a contractual obligation between PNG 2015 Pacific Games Ltd and any company and no agreement will be established or assumed until a formal written contract is signed and executed between PNG 2015 Pacific Games Ltd and the nominated service provider.
- PNG 2015 Pacific Games Limited reserves the right to appoint any Suppliers it deems required and appropriate for the services required for this work.
- PNG 2015 Pacific Games Limited reserves the right to reject any and all tenders submitted.
- The use of the 2015 Pacific Games logo is not permitted on documents submitted by interested parties, or in any other way, shape or form without the express written permission of the PNG 2015 Pacific Games Limited.

4 Project Tender Submissions

Proponents must follow this format in the submissions of their tenders. All interested suppliers are required to register your company name and contact details before hand, should you wish to submit your tender upon receiving the RFT – 9100-001 to elma.polum@portmoresby2015.com prior to March 27 at 17:00 hours PNG time.

4.1 Overview of Company

Registered Legal entity, Place of Incorporation and Description of Overall Business.



4.1.1 Requirements

- Note only qualified firms with prior experience providing pyrotechnic systems for world class events for stadium audiences shall be given consideration and be considered as conforming to this Request for Tender.
- Provide 3 relevant project scopes and references for similar work undertaken. Previous experience in Papua New Guinea or similar environments with similar projects should be highlighted.
- A technical proposal must be provided. This technical proposal must provide an overview of the proposed product selection, methods of operation, local requirements, data distribution systems as well as resumes of all key personnel performing the work.
- Proposals for how each section would be approached is preferred.
- Tenders must be signed by a representative that is authorized to commit the Supplier's company.

4.1.2 Pricing

A price proposal must indicate the overall fixed price for the project. Prices must be submitted exclusive of GST, but inclusive of Duty and FOB Destination. PNG 2015 may be able to assist with freight and customs issues but suppliers should allow for such costs within their response. Currency must be clearly stated in the tender. The Bank of South Pacific currency exchange rates on the date of closing will be used to compare pricing in equivalent Kina.

4.1.3 Insurance

The successful company will be required to provide a minimum of PGK 10 million 3rd party liability insurance and must be able to name PNG 2015 as co-insured on such policy.



5. Scope of Services

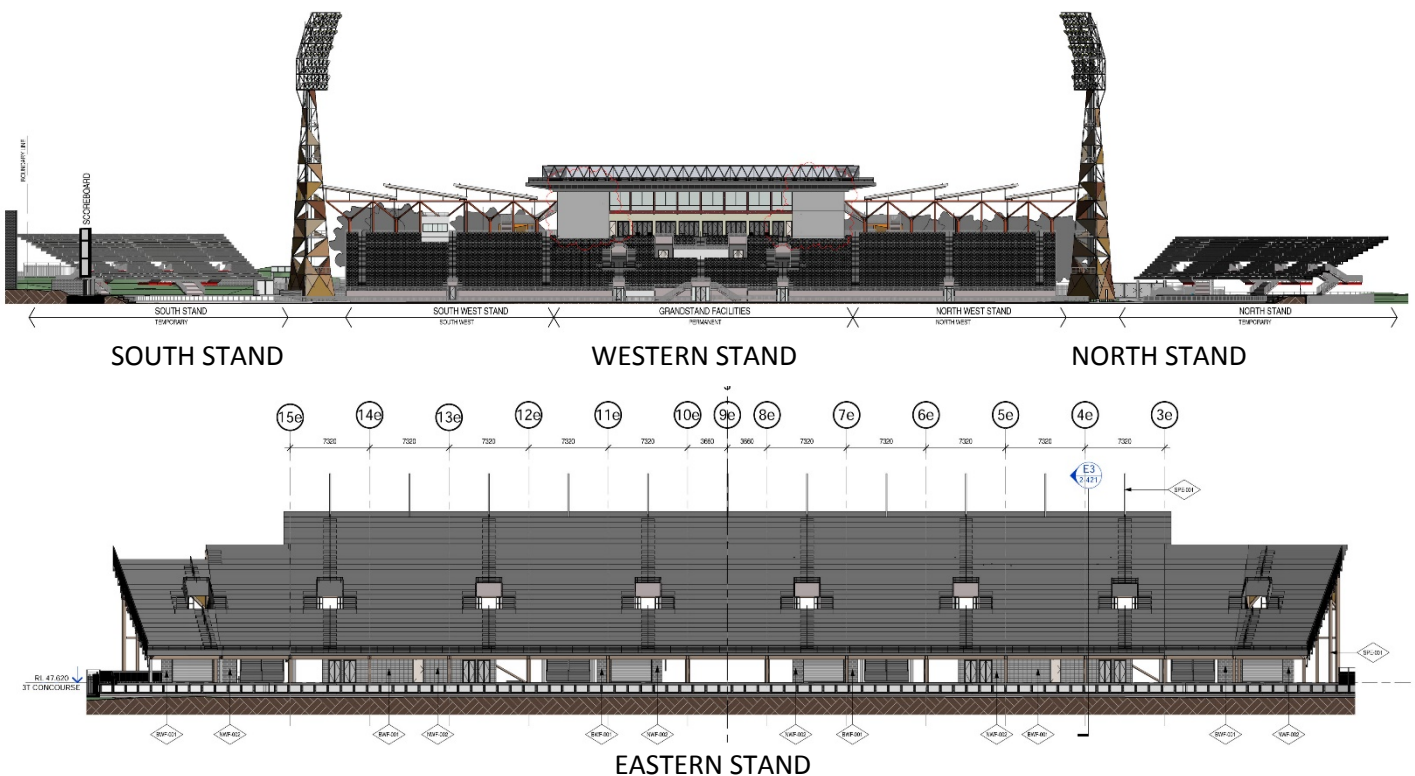
5.1 The Venues

The Sir John Guise Stadium will become the premier venue for the 15th Pacific Games. This venue consists of lower bowl seating only, with a covered audience area on the Western Stand.

The Sir Hubert Murray Stadium is a rugby field with open concrete grandstands on three sides. The Closing Ceremony will be performed on a temporary stage on the fourth side.



SIR JOHN GUISE STADIUM





5.2 Creative Brief

The following details the outcomes sought from the pyrotechnics/special effects supplier. The respondent is encouraged to offer options which may enhance the described moment, so long as the overall intent of the moment is maintained.

Note that for the opening ceremony, the arena contains a central 20m x 20m stage, plus four 15m high towers offset from the corners of this stage by about 8 metres. Some of the pyrotechnic effects detailed below would emanate from this infrastructure

CEREMONY

Pyro Section 1 - The Ceremony Commences

A short video appears on the stadium screen which culminates in a countdown to the commencement of the opening ceremony, accompanied by pyrotechnics which add to the excitement and anticipation

At the key countdown moments, a series of shells explode in the sky overhead in strict timing with the countdown (key moments would be 60, 50, 40, 30, 20, 10, 9, 8, 7, 6, 5, 4, 3, 2 and 1 seconds to go).

At “0 seconds” a nearly continuous line of vertical plumes rings the stadium, giving the sense that the “roof” is being raised to signify the start of the ceremony. A flurry of shells fill the sky in unison a few beats after the vertical plumes have fired, creating a massive opening effect.

Pyro Section 2 – The Athletes Arrive

The athletes arrive at the stage as eight confetti cannons spray a 60 second burst of petals in an archway over the arriving athletes. As the athletes process across the stage a series of low level vertical plumes fire around the ground, culminating in a complete ring of plumes as PNG enter the field.

Pyro Section 3 - The Industrial Section

PNG’s industrial development is celebrated through large scale props, headwear, costumes and choreography.

Four x 2m high gas flames fire from the top of each of the four x 15m high towers, reminiscent of the gas burn-off flame on the top of a gas or oil refinery tower. These are then followed in an agreed sequence by a series of balls of flame generated from purge tanks, to provide a highlight as the industry section peaks. The static flames may return at the end of the sequence of balls, and additional low-level on-field displays may add to this overall picture of industrialisation and modernity.

Pyro Section 4 – Grandstand Display and Fire writing

The baton arrives and through a “fire” dance on stage transforms into a fire stick. The pyrotechnics supplier may be involved in the fire associated with this fire dance, but as it



remains unresolved this would be a variation and should not be included in the response. The lit firestick is carried up to the top of the Eastern Stand where it is used to ignite a display emanating from behind a large decorative sculpture (a “cauldron” equivalent). This display may consist of a fan of jets behind the sculpture and a large 60 second waterfall effect falling from the stand upon which the sculpture sits.

As the waterfall effect is at its height, the fire stick is used to light a theatrical fuse which goes on to ignite very large (25m x 6m) framework supporting the words “Wan Salwara”. These words illuminate in fire or pyro almost instantly (no more than 10 seconds for all words to be fully alight) and can be seen throughout the stadium with letters around 2m high and arching across the entire framework. The illumination lasts for at least 60 seconds. The entire physical framework for the fire-writing including the pyro/fire element needs to be included in the supplier’s response, however PNG 2015 will provide the mounting or flying infrastructure for this framework.

Pyro Section 5 - Finale

As the fire writing reaches its peak, the sky is filled with fireworks in a spectacle which announces that the games are officially open.

The fireworks are a mixture of shells and plumes and potentially other effects such as showers of sparks, fired from multiple locations both on and off the site (including the on-field towers), filling the sky and the stadium for a music-linked spectacle lasting for a total of 10 minutes, culminating in a grand finale of light and sound, the likes of which PNG has never seen before.

CLOSING CEREMONY

Pyro Section 1 - The Ceremony Commences

After a brief announcement the athletes and officials and volunteers of the 2015 Pacific Games are invited onto the field to share in the closing celebrations

As the athletes and officials and volunteers enter, the field and grandstands erupt with streamers and confetti, and subsequently ground based pyro as the last athletes take their place on the field

Pyro Section 2 – The bands are supported with moments of pyro

The Closing Ceremony is largely a high energy concert with numerous bands and dance ensembles providing the entertainment.

At eight moments throughout the concert, the stage is ringed with showers of sparks at the finale of various acts, along with bursts of fire along the perimeter of the stage, as well as a range of other stage and ground based effects which will add to the spectacle and energy of the performance.



Pyro Section 3 – The Finale

As the final notes of the Closing Concert are played, the sky is filled with fireworks in a spectacle which announces that the games are officially over.

The fireworks are a mixture of shells and plumes and potentially other effects such as showers of sparks, fired from multiple locations both on and off the site, filling the sky and the stadium for a music-linked spectacle lasting for a total of 10 minutes, culminating in a grand finale of light and sound, with a final “moment” which puts a full stop at the end of the display, the concert and the games as a whole.

5.2 Project Scope

The scope of the project entails:

- the provision of product, cabling, firing mechanisms, staffing and procedures to deliver the creative outcome as detailed in the brief
- the provision of qualified staff for all associated services for the planning, management, documentation, installation, operation, maintenance and removal of the pyro systems
- The provision of fees, flights, accommodation and allowances for all staff as required
- the provision of suitable quantity of spare cabling and equipment to ensure acceptable levels of redundancy
- the provision of appropriate PPE for all staff working on or around the pyro installation
- compliance with all statutory and regulatory OH&S requirements
- the provision of a detailed safety plan and Hazard and Risk Assessment for the pyrotechnics components of the ceremonies in association with the Ceremonies and PNG 2015 Safety Officers and personnel.
- the provision of Safe Working Method Statements, along with Material Safety Data sheets as required
- Maintaining necessary insurances for the equipment and personnel deployed by them, including full service health and travel insurances including evacuation provisions
- responsibility for the moral and ethical performance of their staff during the time that they are working on the project
- The flexibility to allow for MAKODA to make alterations to the design due to creative, physical or budgetary parameters.



5.3 Staging and Overview

The design of the on-field infrastructure for the opening ceremony comprises four scaffold towers positioned on the Field of Play (FOP). Each tower will have an approximate height of 15 metres, with three platforms located at intervals.

A large 20m x 20m stage will be centre of the FOP and will have ramp and stair access for cast, athletes and VIP's.

Any pyro infrastructure will need to be mounted in a way that does not impact on the movement over the set or field, or impact on the structural integrity of the stadium or stadium infrastructure. The respondent will need to ensure suitable engineering detail and liaison with all relevant parties before proposing to mount components on any existing infrastructure.

The closing ceremony consists of a concert stage with a "tomcat" roof structure, a forestage with a narrow "runway" leading to it, all flanked by small protocol stages, a large timber A-Frame structure and athletes archways. These structures may be able to be used as bases for pyro infrastructure so long as the respondent once again ensures they undertake suitable engineering detail and liaison with all relevant parties before proposing to mount components on any existing infrastructure.

5.4 Equipment Protection

It will be the Pyro Suppliers responsibility to ensure that all equipment in all locations be protected from rain, overheating and spills. In the case of tarps and tarps or waterproofing being exposed to camera shot or public view, it is important that the look is suitable to a major international event. All electrical equipment must be in good physical condition and have been tested and tagged.

5.5 Power Supply

If power is required to firing sites, this will need to be detailed and documented in advance as power distribution is a major undertaking.

It would be preferable if the respondent was fully self-contained as regards the provision of power (batteries, generators etc.)

Power and Data cable access to the FOP will be via cable guards supplied by others. All pathways throughout the Stadium will be used by many Ceremonies Suppliers including broadcasters and sports management. It is essential that care be taken during installation and removal of cabling to avoid damage to equipment.

5.6 Hardware and Tools

The Supplier shall supply all hardware necessary to install, maintain and remove all equipment and components. Sufficient spare hardware shall be included and will be located on site.

The Supplier shall supply all necessary tools to install, adjust, operate, maintain and remove all equipment and components. Sufficient spare tools shall be included and will be located on site.

The ceremonies Compound located just outside the Stadium will house storage and a workshop area as well as limited office space, some of which may be available to house the successful pyro Supplier.



5.7 Touring Crew

The supplier will be responsible for all flights, airport transfers, accommodation and per diems for all international staff and the costs for these should be worked into the final quote. Note that accommodation in Port Moresby is very expensive. If required MAKODA can arrange basic hotel rooms through local contacts at the rate of \$A200 per room per night.

5.8 Local Labour

MAKODA will supply local labour. It will be the responsibility of the supplier to manage, run and be responsible for the allocated local crew supplied to them by MAKODA. A schedule of these requirements are to be negotiated between the contractor and MAKODA.

5.9 Plant and Equipment

Access to the FOP is limited with plant and equipment, and any equipment will be required to keep to surface protected areas only.

MAKODA will supply plant and equipment with local operators which will be carefully scheduled and managed.

The potential pyro Supplier should include in their tender a schedule of the type, and duration of plant and equipment they anticipate that they will be using.

All Suppliers' personnel shall ensure they carry the correct licences required to drive plant. Copies of the licences and insurance will be required to be submitted to MAKODA representative prior to commencing work within the Sir John Guise Stadium Precinct.

5.10 Communications

Event communications will be covered by another supplier. Two-way radios will be available for use during the installation, rehearsals, performance and load out by this supplier. The Pyro Supplier need not supply their own communications systems.

It will be the responsibility of the Pyro Supplier to take care of the communications tools and return them to the communications supplier when required for maintenance and repair. Any loss or damage to two way radios or other supplied equipment may be charged back to the Supplier.

6. RFT & Project Timelines

The Request for Tender timeline is as follows:

Request for Tender Issuance March 24, 2015

Selection of Top Suppliers / Notification to Unsuccessful Suppliers April 7, 2015

Contract Award / Notification to Unsuccessful Suppliers April 15, 2015

Opening Ceremony July 4, 2015

Closing Ceremony July 18, 2015



ITEM	MILESTONE	DATE
1	Installation	June 22 – June 25
2	Plotting	June 25 – June 30
3	Rehearsals	June 30 – July 3
4	OPENING CEREMONY	July 4
5	Dismantle of all associated Equipment	July 4 – July 6
6	CLOSING CEREMONY	July 18

7. Important Notes

- *While the work will be managed and overseen by MAKODA productions, the actual contract will be with the 2015 Pacific Games Organizing Committee in their standard form of contract. PNG 2015 is a statutory body established to plan and execute the 2015 Pacific Games and is not a government body.*
- *It is important for Suppliers to understand the conditions both physical and administrative that they may encounter when working in PNG. This includes but is not limited to the cost of visas and the tax regime. It is imperative that respondents seek advice on these matters prior to providing a final quoted price.*

8. Evaluation Factors

The tender will be based on the following factors:

1. Responsiveness to the requirements set forth in this Request for Tender
2. Relevant past performance/experience
3. Samples of work
4. Cost
5. Technical expertise/experience of Supplier and Supplier's staff
6. PNG 2015 reserves the right to award to the Supplier that presents the best value to PNG 2015 as determined solely by MAKODA/PNG 2015 in its absolute discretion.



9. Submissions

ALL TENDERS MUST BE SUBMITTED BY April 07 2015 at 17:00 hours local PNG time

All electronic versions to be in PDF format, Email to elma.polum@portmoresby2015.com and clearly marked RFT 9100-001

PNG 2015 takes NO responsibility for submissions not received due to transmission errors.



Pro forma cost details required to be included in submissions:

Provision of equipment	\$
Provision of touring labour	\$
Provision of flights for touring labour	\$
Provision of accommodation for touring labour	\$
Provision of travel expenses for touring labour	\$
Other labour (preparation, loading, unloading)	\$
Packing	\$
Freight related expenses	\$
Consumables	\$
Administration expenses	\$
Other	\$
TOTAL	\$