



**INVITATION TO TENDER P.A.F.C. No. 17/2016
FOR THE PRODUCTION
OF «PAFOS APHRODITE FESTIVAL 2017»**

Pafos
22 September 2016

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FOR THE PRODUCTION OF “PAFOS APHRODITE FESTIVAL 2017”**

I. FACTS

1. “Pafos Aphrodite Festival” (henceforth “**The Festival**”) constitutes an annual cultural Event organized by the Company “Pafos Aphrodite Festival Cyprus” (henceforth “**PAFC**”) at the Square of the Medieval Castle in Pafos (Kato Pafos Harbor) with three subsequent opera performances.
2. The subject matter of this Invitation to Tender is the artistic production and staging of PAF 2017 on behalf of PAFC. The 19th Pafos Aphrodite Festival will be organized in the framework of the official program of the European Capital of Culture – Pafos2017 Organization.
3. The procedure for the selection of the Producer for the 2017 Festival (henceforth “**PAF 2017**”) is conducted based on the following:
 - *Dates : Friday 1, Saturday 2 and Sunday 3 September 2017
 - *Venue : Pafos Medieval Castle Square
 - *Number of Performances : three
 - * Title of the opera : *Die Entführung aus dem Serail (The Abduction from the Seraglio)* by Wolfgang Amadeus Mozart.
 - *Tenders must be submitted by : **Friday 04 November 2016, at 12.00 noon.**
4. The Festival has been established as a cultural event of international recognition with high preconditions for artistic performance and administrative efficiency. In the context of the Festival the following operas were staged: *Aida* (1999), *Carmen* (2000), *Nabucco* and the drama *Zorba the Greek* (2001), *Turandot* (2002), *Tosca* (2003), *Rigoletto* (2004), *La Traviata* (2005), *Un Ballo in Maschera* (2006), *Il Trovatore* (2007), *Madama Butterfly* (2008), *Lakmè* (2009), *La Bohème* (2010), *Les Contes d’Hoffmann* (2011), *Otello* (2012), *L’Elisir d’Amore* (2013), *Così fan Tutte* (2014), *La Cenerentola* (2015) and *Don Giovanni* (2016)
5. The tenderer, if they wish, they can include the participation of the Cyprus Symphony Orchestra or any other Orchestra of their choice. P.A.F.C. proposes the participation of Cypriot soloists who will be selected via auditions held by the production and who will satisfy the relevant requirements for participation in productions of high artistic level.
6. (a) Each performance will have a minimum capacity of 2.500 seats on metal tiers arranged amphitheatrically.
(b) The stage will be constructed in the area in front of the Medieval Castle which is there to form part of the stage scenery.

II. FRAMEWORK OF COOPERATION

1. In general:
 - (a) The organization which will be selected via the present Invitation to Tender (henceforth “**The Producer**”) will undertake the responsibility of the artistic production and staging of PAF 2017 as per a pre-agreed fee.



- (b) PAFC will undertake the responsibility of the organization and administration of PAF 2017.
2. The Producer will undertake the obligation not to have a direct or indirect involvement in any presentation of a part or whole of the production which will be presented in the context of PAF 2017 within the territory of the Republic of Cyprus during the time period starting from signing the Contract Agreement for PAF 2017 until the 31.12.2017.
 3. The selected organization will be requested to sign a Contract Agreement relevant to the subject matter of the present Invitation to Tender.

III. PRODUCER SELECTION CRITERIA

1. PAFC maintains the sole right to select the tender which according to its judgment best serves the objectives of the Festival, with no obligation to select the tender with the lowest cost or any other tender. Moreover, PAFC preserves the right not to consider any tenders which will either be submitted after the deadline or they won't satisfy the terms and conditions of the present Invitation. The selection criterion will be the deemed level of the artistic part of the tender in combination with the most profitable, for PAFC, cost.
2. All tenders which satisfy the terms and conditions of the present Invitation will be evaluated by an expert committee which will be constituted by people with academic or professional qualifications in opera/ melodrama or the wider field of classical music or with extensive relevant experience in the field. The Artistic Committee will evaluate the tenders as to their artistic part and will express a precise point of view in the form of suggestion to the Company's Board of Directors.

IV. SUBMITTING TENDERS

1. The tenders should be submitted either in the Greek or English language.
2. Each tenderer must necessarily enclose the bank receipt of a transfer for the amount of €80.00 to the bank account of Pafos Aphrodite Festival Cyprus which is non refundable and it concerns tender expenses. The bank account information is:

**Bank of Cyprus, Paphos Main Branch, P.O. Box 60034, 8123 Paphos, Cyprus
Pafos Aphrodite Festival Cyprus**

**IBAN: CY39 0020 0681 0000 0001 0003 8200
SWIFT BIC: BCYPCY2N**

3. The tenders must be submitted in a sealed envelope stating: "TENDER FOR THE PRODUCTION OF PAFOS APHRODITE FESTIVAL 2017" and must be placed in the Tenders Box of the Municipality of Pafos at the Pafos Town Hall, 28th of October Square, 8100 Pafos, Cyprus, **until Friday 04 November 2016, at 12.00 noon.**
4. The envelope or covering of each tender must clearly state: the name and address of the Tenderer or in the case when the Tenderer is a joint venture of individuals and/or entities, the names and addresses of the members of the joint venture.



5. The tenders must be free from any irregular corrections (erasing, deletion, additions etc.). In case of corrections, additions etc. these should be signed by the tenderer or a representative.
6. Tenders which have been submitted after the specified deadline or were posted on time but did not arrive at the designated place for submitting the Tenders on time will not be taken into consideration and will be considered past due.
7. All expenses and costs that may be paid by the Tenderer regarding the preparation and submission of the Tender will burden the Tenderer alone and will be included in the proposed costs (e.g. travel, accommodation and nourishment expenses of foreign personnel in Cyprus etc.). Irrespectively of the outcome of the present Invitation to Tender, the Contracting Authority bears no responsibility to cover any such expenses or costs or any other sort of expenses or costs of any Tenderer.
8. All interested parties may print out a copy of the documents of the present Invitation to Tender from the Pafos Aphrodite Festival website: www.pafc.com.cy free of charge.

Information to be included in the Tenders

1. According to the above, it is required to submit a tender within the specified time frame based on the commitments arising from following attached documents:
 - (a) A completed draft of the Contract Agreement
 - (b) Entry Form
 - (c) Financial Analysis of the Producer Obligations that arise from the proposed Contract Agreement, which should be submitted in a separate sealed envelope
 - (d) Preliminary drafts of the Sets of the proposed production
 - (e) Audio-visual material of the proposed production. In case the proposed production with the proposed opera work was not performed in the past then audio-visual material of performances of the specific orchestra and the specific soloists of the proposed production should be submitted instead
 - (f) A concise profile-identity note of the candidate Producer should be submitted, necessarily including the following:
 - Official name, location and registered address if different
 - Names of the chairman of the organization and director of the proposed production
 - Documentation regarding the proven experience of the candidate producer in relation to the subject of the Invitation, opera productions on open air stage
 - Selected published articles, distinctions (awards, appraisals etc)

It is noted that any tenders which will not be accompanied by all the above will not be taken in to consideration.



V. INVITATION TO TENDER ANNULMENT

1. The Invitation to Tender may be annulled before the designated deadline for submitting the tenders for specific and justified reasons when decided by the Contracting Authority.
2. Annulment after the designated deadline for submitting the tenders may be decided upon one or more of the following reasons:
 - a) No Tender has been submitted within the designated time limit,
 - b) When the terms of the documents of the Invitation to Tender include terms or technical specifications to which none of the Tenderers can comply with or when these technical specifications exclusively lead to a particular organization,
 - c) When the costs in all Tenders which satisfy the terms and technical specifications of the Invitation to Tender documents are unrealistic or seem to be the outcome of prior communication and agreement which eliminates the definition of fair competition,
 - d) When the conditions under which the Invitation to Tender has been proclaimed have been differentiated to a degree where the subject matter of the Invitation to Tender is no longer necessary,
 - e) When another important, unpredictable reason which the Responsible Body deems justified appears and applies.

VI. ADDITIONAL INFORMATION-CLARIFICATIONS

Responsible for providing additional information or clarifications is the Manager of the Company, Mrs. Stella Shepi at:

Office no : 00357-26822218
Mobile no : 00357-99323453
Fax : 00357-26220221
E-mail : info@pafc.com.cy

Pafos, 20 September 2016