

A.1 Invitation to Tender

- Description of service and Tender Requirements

Address of Client:	
Goethe-Institut Thailand 18/1 Soi Goethe, Sathorn 1 Bangkok 10120 Thailand	Mr. Johannes Hossfeld
	Tel.: +66 2108 8200
	E-mail: Johannes.Hossfeld@goethe.de , Kullaya Wapinanon@goethe.de

Invitation to submit a tender for:

Invitation to Tender for: Supply and Installation of a Professional Sound System for the Goethe-Institut Thailand

Dear Madam or Sir,

We invite you to submit a proposal for the delivery, installation, and commissioning of a professional sound system for the Goethe-Institut Thailand. The following tender conditions and specifications apply.

With kind regards,

Johannes Hossfeld
Director
Goethe-Institut Thailand

Annexes:

This cover letter is intended to remain with the bidder, please do not return it with the bid.

I. Subject of tender

This invitation concerns a supply and service contract for the purchase, delivery, and installation of a new professional sound system for the main event hall of the Goethe-Institut Thailand. The procurement aims to install a system specifically tailored to the acoustics of the hall.

The Goethe-Institut e.V. is the cultural institute of the Federal Republic of Germany with a global reach. We promote knowledge of the German language abroad and foster international cultural cooperation. We convey a comprehensive image of Germany by providing information about cultural, social and political life in our nation. Our cultural and educational programs encourage intercultural dialogue and enable cultural involvement. They strengthen the development of structures in civil society and foster worldwide mobility.

Subject of tender

Supply and Installation of a Professional Sound System for the Goethe-Institut Thailand

Address:

Goethe-Institut Thailand
18/1 Soi Goethe, Sathorn 1
Bangkok 10120
Thailand

Scope of work

The contractor shall supply and install all required hardware, network infrastructure, cabling, and accessories, and shall configure and commission a fully functioning Dante-enabled professional sound system.

A. Control Room Equipment (Minimum Specifications)

1. **Digital Mixing Console**
 - 1 unit: 32 channel digital mixing console; Dante-compatible; scene recall, onboard DSP, multi-layer operation
2. **Amplification**
 - 2 units: 4-channel, 1200 W per channel Dante installation amplifier
3. **Loudspeakers**
 - 4 units: Main Loudspeaker (L/R): 800 W, 15-inch full-range
 - 2 units: Front Field Loudspeaker: 800 W, 12-inch
4. **Subwoofer**
 - 2 units: 18-inch, 1600 W Dante subwoofer
5. **Network Infrastructure**
 - 2 units: Layer 2, 10-port switch for Dante audio transport
 - 1 unit: Layer 3, 16-port switch for audio control and management
 - 1 unit: WiFi router for console/controller/remote integration
6. **Power Management**
 - 1 unit: Power sequencer and power conditioner suitable for audio systems

B. Stage Audio Rack (Minimum Specifications)

1. **I/O System**
 - 2 units: Dante stagebox (16 inputs / 8 outputs)
2. **Power**
 - 2 units: Power conditioner for stage rack
3. **Monitoring & DJ Components**
 - 4 units: Floor stage monitor
 - 1 unit: 15-inch DJ subwoofer
 - 1 unit: 4-channel DJ mixer (Techno, House)
 - 1 unit: DJ multi-player unit (Techno, House)
4. **Accessories & Installation**
 - 2 units: UHF Dual Handheld Wireless Microphone (Sure)
 - All wiring (audio, power, network)
 - Connectors and patching
 - 2 units: Stage racks
 - Full installation, securing, cable runs, labeling

C. Outdoors Equipment (Minimum Specifications)

7. **Digital Mixing Console**
 - 1 unit: 8 CH Analog Mixing Console; Dante-compatible; scene recall, onboard DSP, multi-layer operation
8. **Loudspeakers**
 - 2 units: 800W 12 inch Main Loudspeaker
9. **Subwoofer**
 - 1 unit: 22 x 15 inch Subwoofer

- 10. Network Infrastructure
 - 1 unit: WiFi router
- 11. Power Management
 - 2 units: Power Conditioner
 - 2 units: 1000W Power Amplifier
- 5. Accessories & Installation
 - All wiring (audio, power, network)
 - Connectors and patching
 - Mobile Rack
 - Full installation, securing, cable runs, labeling

C. Installation & Commissioning

The contractor shall provide:

- Complete installation of all components (control room + stage area)
- Dante network configuration (routing, clocking, VLAN setup if needed)
- Acoustic tuning, alignment, and optimization of loudspeaker system
- System tests for speech, amplified music, and all specified genres
- Complete documentation (“as built”), including network plan
- Acceptance test with Goethe-Institut Thailand technical staff

D. Warranty and Service Requirements

- Minimum 2-year full warranty on all hardware
- Local service capability in Thailand required
- Response times must be stated in the bid
- Spare parts availability and brand certification must be documented

Place of Performance

Current address and installation site:

Goethe-Institut Thailand
18/1 Soi Goethe, Sathorn 1
Bangkok 10120
Thailand

Please contact:

Kullaya Wapinanon
Kullaya Wapinanon@goethe.de
+66 2 108 8253

The following deadlines are planned:

- Submission of tenders: **December 18, 2025**

- Award of contract: **December 19, 2025**
- Completion of Scope of Work within December 2025

II. Basic Provisions Tender Procedure

This procedure is conducted as a public tender in accordance with UVgO, national procurement regulations for supplies and services. Tender documents may only be used for tender preparation. All clarifications will be shared with all bidders.

III. Notes for the Preparation of an Offer

1. Form of the Offer

The offer, including the annexes to be submitted, may only be submitted via e-mail with attachment (offer) to:

Mr. Johannes Hossfeld, Johannes.Hossfeld@goethe.de

Ms Kullaya Wapinanon, Kullaya.Wapinanon@goethe.de

Other forms of delivery, such as postal or fax, are not permitted. Any manufacturing, trade or business secrets shall be marked accordingly in the tender documents. Any changes and additions made by the bidder to his entries must be free of doubt. Changes and additions to the tender documents and in the annexes to be submitted are inadmissible and may lead to exclusion.

Unfortunately, bids that are not submitted in the above-mentioned form cannot be considered.

Submitted bids will not be opened until after the deadline for submission of tenders has expired.

2. Deadline

The tenders must be submitted not later than:

December 18, 2025

This deadline is a preclusive deadline; bids received later than that can no longer be considered unless the bidder can prove that he is not responsible for the delay.

The awarding period begins with the expiry of the deadline for submission of tenders. The Contractor shall be bound by its offer until end of December 2025.

General terms and conditions that are given by the bidder are not permitted. Proposals that include such terms and conditions will be excluded.

The tender must include all requested attachments (requested documents see no. 6 below). Only documents written in English are accepted. Documents in other languages must be translated. The tender must be complete and contain the price and all other required information and declarations. Incompleteness of the tender (including the absence of required declarations) may lead to exclusion. The prices in the tender shall be quoted in THB, excluding VAT.

3. Secondary Bids

Secondary bids are not permitted.

4. Amendment, correction and withdrawal of offers

Subsequent amendments or corrections to the tenders must be marked as such and must be delivered marked “supplement” in the e-mail and conform to the above-mentioned form (see no. III.1.). Amendments or corrections are only admissible until the expiry of the tender deadline. Tenders may be withdrawn via e-mail up to the expiry of the deadline for submission of tenders.

5. Suitability of the Bid

The decision on the award of the contract shall be communicated via email within the award period. A tender shall be deemed not to have been considered if no contract has been awarded by the end of the award period.

With the award of the contract, the tender submitted by the bidder is accepted by the contracting authority. The contract shall be concluded on the terms and conditions contained in the tendering documents; this shall apply without prejudice to any subsequent stipulation in writing. The separate signature of the contract document by the parties is declaratory in nature.

6. Tender evaluation

Selection Criteria

The mentioned selection criteria must be illustrated and proven by respective documents. If these selection criteria are not met, the tenderer may be disqualified.

Qualitative Suitability

- Only original, manufacturer-certified products
- Bidder must demonstrate authorization as dealer/distributor

Legal Suitability

- Valid business registration in Thailand

Technical & Service Suitability

- Local service capability
- Ability to perform warranty and maintenance in Thailand

Failure to meet suitability requirements may lead to exclusion.

Award Criteria

The contract will be awarded based on the following three award criteria. These criteria were selected to best reflect the goals of the project and take into account not only cost, but also qualitative aspects.

The following award criteria apply:

1. Price (40%)

The price level of the offer will be weighted at 40%.

2. Technical performance under the acoustic conditions of the hall (40%)

This criterion evaluates the technical performance of the proposed sound system with regard to the music genres jazz, pop, electronic music, and contemporary music, under the specific acoustic conditions of the Goethe-Institut's event hall.

3. Service and warranty conditions (20%)

This criterion evaluates the proposed service provisions — including consultancy during installation—and the warranty conditions to ensure the possibility of replacement and to safeguard the interests of the purchaser.

7. Questions Regarding the Award of Contract

Questions regarding the scope of work shall be sent exclusively by e-mail in English to the following address by **December 16, 2025, 23:59** at the latest:

Goethe-Institut Thailand

Mr. Johannes Hossfeld, Johannes.Hossfeld@goethe.de

Ms Kullaya Wapinanon, Kullaya.Wapinanon@goethe.de

The questions of all bidders and the answers of the awarding authority will be made available to all bidders anonymously.

8. Restrictive practices

Any agreements violating competition law (e.g., coordinated pricing, allocation of markets, agreements not to submit bids) are strictly prohibited (§ 1 GWB).

9. Miscellaneous

Only the requested documents will be considered.

No reimbursement will be made for tender preparation costs.