Request for proposal – Scanning equipment for log sorting line and board sorting line

Introduction

Snežnik d.o.o., a state-owned company specializing in wood cutting and processing, is inviting qualified suppliers to submit proposals for the supply of technological equipment as described in this Request for Proposal (RFP).

The purpose of this RFP is to ensure a transparent, fair, and competitive procurement process, enabling Snežnik d.o.o. to select the most suitable supplier(s) based on quality, compliance with technical requirements, service capabilities, and overall value.

Background

Snežnik d.o.o. is fully owned by the Slovenian state forests d.o.o. but is not subject to public procurement legislation. Nevertheless, the company is committed to following the highest standards of transparency and accountability in its purchasing activities.

Through this RFP, Snežnik d.o.o. aims to identify reliable partners who can provide innovative, cost-effective, and sustainable solutions that support the company's operations in timber sawing and further processing and contribute to its long-term development goals.

Scope of the RFP

This RFP covers the procurement of technological equipment divided into specific lots (tender packages). Suppliers may submit proposals for one or more lots, in accordance with the requirements set out in this document.

We kindly invite you to submit a budgetary quotation and basic technical design, based on the preliminary parameters outlined below.

Should you require any further information or clarification, please do not hesitate to contact us directly at **rok.rutar@sneznik.si**

The quotation should include the following:

- Offer in English
- A complete description of the proposed process
- A clear list of what is included and what is not
- Technical drawings with position numbers indicating the machines, matching the numbering in the offer
- Itemized (discriminated) pricing

Please submit your offer in PDF format, along with any relevant supporting documentation, to **rok.rutar@sneznik.si**

Deadline for submission: 14 November 2025

1. Project Background

Snežnik d.o.o. is a sawmill located in Kočevska Reka, in the southern region of the country. The current facility is approaching the end of its economic and technical lifespan, and the company is planning a full-scale modernization.

Currently, the sawmill processes approximately 60,000 m^3 of logs annually, primarily coniferous species such as spruce and fir. Beech logs currently account for less than 10,000 m^3 per year. However, the company anticipates increased availability of beech logs in the future, potentially exceeding 100,000 m^3 annually.

The upgrade project envisions a shift to fully automated processing exclusively beech logs, with an input capacity of 100,000m^3 per year and an expected output of over 60,000 m^3 of beech sawnwood annually. In later stages, the company also plans to expand production to include beech elements/components and possibly edge-glued panels.

Please refer to points 2 and 3 below for the technical requirements that form the basis for this RFP.

2. Raw material

- Species: 100% beech
- Density: 1100 kg/m3
- Volume: 100.000m3 beech logs/year
- Maximum diameter: 900 mm
- Minimum diameter: 250 mm
- Average diameter: 400 mm
- Maximum length: 4,5 m
- Minimum length: 2,5 m
- Average Length: 3,5 m
- Maximum log weight: 3200 kg

3. Desired final products

The main dimensions of basic beech sawnwood are:

- Thickness: 20 mm, 25/26 mm, 28 mm, 32 mm, 38 mm, 40 mm, 45 mm, 50 mm, 55 mm, 60 mm, 65 mm, 78 mm, 80 mm
- Width: 45-400 mm (main volumes in 100 mm and wider)
- Length: 2 000-4 500 mm (as fixed lengths, e.g. 2.0 m, 2.4 m, 3.0 m, 4.0 m, etc.)

4. Schedule

Estimated construction Q2 2026 – Q2 2027

Startup Q2-Q3 2027

5. Basic data

2 shifts 8/h per day, with night shift for the sorting line.

225 working days/year (3.600 work hours/year)

6. Technical Details to be included in the quote

Based on raw material data presented in point 2,

the offers should include proposal for a longitudinal scanner for the log sorting line and a transversal scanner for the board sorting line. The offers should include scanners able to support performance according to detailed capacity calculations based on the working hours specified in section 5.

a. Log scanner with X-Ray for log sorting line

1x log scanner with x-ray with the following performance capabilities:

- 3D scanning with the options for: length measurement (accuracy <1mm), diameter measurement (min., max., avg., accuracy <1mm), volume measurement (accuracy <1mm), curvature detection and measurement, taper detection and measurement, butt-end detection and measurement.
- Colorized 3D scanning supporting the required log diameters (up to 900 mm).
- X-Ray scanning supporting the required log diameters (up to 900 mm).
- X-Ray radiation protection equipment for scanner itself and before/after the scanner. Supplier must present EU accredited license for x-ray equipment manufacturing.

- Surface defect detection: knots cracks, bark, resin, lack of material.
- Internal defect detection: knots, bark pockets, resin pockets, internal holes, stones and metal parts.
- Optimization software: automatic cross cutting optimization, automatic dimension and quality based sorting optimization.
- Connection to the log sorting line for automatic sorting purpose.
- Connection to ERP system of Snežnik's choice.
- Feeding speed up to 200 m/min.
- Scanner must be climatized and heated due to outdoor use.
- Scanner must be waterproof.
- Supplier will provide support with preparing documentation in order for Snežnik to get usage permit from Slovenian Nuclear Safety Administration.

b. Transversal board quality scanner for greenfield board sorting line

1x transversal board quality scanner with the following performance capabilities:

- 3D scanning with the options for: length, width and thickness measurement (accuracy <0.5mm), Curvature detection and measurement for bow, crook, twist and cup.
- 4 side board scanning without blind sports due to conveyor chains.
- Defect detection (accuracy <0.5mm): knots (sound knot round, sound knot splay, sound knot spike, dead knot round, dead knot splay, dead knot spike, knot hole), pith, bark pocket, resin pocket, resin streak, rot, resin, wane, bark beetle, lineatus, cracks and splits, lack of material, discolorations (blue stain, brown stain, red stain), mold, fiber fracture, compression wood and fiber deviation.
- Optimization software: automatic sorting optimization based on different qualities and parameters.
- Connection to the board sorting line for automatic sorting purpose

- Connection to ERP system of Snežnik's choice.
- Feeding speed up to 200 boards/min.
- Scanner must be climatized and dust proof.

c. Longitudinal board quality scanner for rip cutting optimization

1x longitudinal board quality scanner with the following performance capabilities:

- 3D scanning with the options for: length, width and thickness measurement (accuracy <0.5mm).
- 4 side board scanning. Board max width is 800 mm.
- Defect detection (accuracy <0.5mm): knots (sound knot round, sound knot splay, sound knot spike, dead knot round, dead knot splay, dead knot spike, knot hole), pith, bark pocket, resin pocket, resin streak, rot, resin, wane, bark beetle, lineatus, cracks and splits, lack of material, discolorations (blue stain, brown stain, red stain), mold, fiber fracture, compression wood and fiber deviation.
- Optimization software: automatic rip and cross cutting optimization based on different qualities and parameters.
- Connection to the rip cutting line for automatic cutting purpose
- Connection to ERP system of Snežnik's choice.
- Feeding speed up to 200 boards/min.
- Scanner must be climatized and dust proof.

d. Cost for 24/7 support for the period of 2 years after the installation

7. Legal terms and conditions

a. Legal and Business Eligibility

The contractor must be a legally registered entity in an EU Member State, authorized to perform the required activities (e.g., industrial machinery manufacturing, technological plant construction, etc.). A contractor from a third country may submit a proposal if the subject of the contract is covered by the Agreement on Government Procurement concluded within the framework of the World Trade Organization or another binding agreement of the European Union or the Republic of Slovenia.

The client reserves the right, at its own discretion, to accept a proposal and conclude a contract even with a contractor who does not meet the above condition.

The contractor must have completed at least one comparable project or a part of a comparable project in the last 5 years (proven references required).

The contractor must not be subject to bankruptcy, liquidation, or compulsory settlement proceedings.

The contractor must have no outstanding tax liabilities (confirmed by a tax authority certificate not older than 30 days).

Individual contractor or consortia of contractors may apply. Each individual contractor must meet the above conditions.

In the event that subcontractors are engaged, the client must give consent to the engagement of each individual subcontractor.

b. Guarantees and Insurance

- A performance guarantee (10% of the contract value preferred) must be submitted.
- An Advance payment security (guarantee) must be submitted.
- Bank guarantee for defects notification period (Defects Liability Security) must be submitted (10% of the contract value preferred).
- Inclusion of a liquidated damages clause for delays (0.1% of contract value per day of delay, capped at 10% preferred).
- Mandatory liability insurance covering damages during transportation, installation and operation phases, must be submitted.
- Clauses on liability limitation are not preferred.

All guarantees and Insurance must be issued by a first class European bank or insurance company (i.e. rated "BBB" or better under Standard & Poor's classification, or with equivalent rating in case of another agency)

c. Technical Compliance and Standards

- The equipment must be built in compliance with all relevant EU and national standards, including CE marking and safety regulations (e.g., machinery safety, electrical safety, fire protection).
- The contractor must successfully complete all required technical tests and inspections as specified by the client, including functionality, safety, load capacity, and performance tests, prior to final acceptance.
- All applicable health and safety regulations must be followed.
- Full technical documentation, operating manuals, safety data sheets, and certifications must be provided.
- Contractor must provide full training of client's personnel.

d. Contract Requirements

- A detailed project timeline must be agreed upon, with defined milestones and deadlines.
- The client reserves the right to conduct regular inspections and quality control checks.
- The agreement on maintenance may be part of the contract or may be concluded as a separate contract.
- The contract must include:
    - Penalty clauses for breach of contract or delays,
    - Termination rights in case of rejection of the equipment prior to acceptance,
    - Right to claim damages.
    - Defects liability.

e. Warranty and After-Sales Obligations

- All defects must be remedied within a reasonable period (e.g., within 15 days of notification).

The contractor must provide after-sales support and guarantee the availability of spare parts for at least 10 years.

- A dedicated emergency contact and response time of 48 hours must be ensured.

f. Transparency and Cooperation

- The contractor must comply with anti-corruption and applicable laws.
- Regular progress reporting.
- Slovenian law shall preferably apply to the interpretation of the contract.
- Dispute resolution must be clearly defined:
  - Amicable resolution of the dispute first,
  - Failing that, jurisdiction preferably lies with a competent court in Slovenia.