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## INVITATION TO PARTICIPATE IN A TECHNICAL DIALOGUE

**preceding initiation of the procurement procedure for preparation of optimal materials for working surfaces hardfacing of large diameter roller cone bits cones and lugs and for production of selected parts of PDC bits using laser cladding technology, as part of the project implementation from the Intelligent Development Operational Program 2014-2020.**

Priority axis: Support for conducting company's R & D works

### Project title:

"Development and verification in real conditions of a new technology for production of large diameter roller cone bits and PDC type bits using additive manufacturing methods (3D printing) performed with Laser Metal Deposition (LMD) technology"

### I. Purchaser

Tools and Drilling Equipment "Glinik" Sp. z o.o.  
ul. Józef Michalus 1, 38-320 Gorlice  
NIP: 7381051327, REGON: 490655224  
Website: [www.niuw.pl](http://www.niuw.pl)  
e-mail: [jacek.szpyrka@glinik.com.pl](mailto:jacek.szpyrka@glinik.com.pl)  
office hours: 8:00 - 16:00

### II. Legal basis

The technical dialogue is conducted on the basis of art. 31a ustawy z dnia 29 stycznia 2004 r. Prawo zamówień publicznych (Dz. U. z 2015 r., poz. 2164 z późn.. zm)  
Art. 31a of the Act of 29 January 2004 on Public Procurement Law (Journal of Laws of 2015, item 2164 with later amendments)

### III. The goal and subject of the technical dialogue:

The aim of technical dialogue is to obtain advice and necessary information to precisely prepare description of ordered items, Specification of Essential Terms of the Contract and terms of the agreement in proceeding for preparation of optimal materials for large diameter roller cone bits working surfaces of cones and lugs hardfacing and for manufacturing of PDC bits components, possible to be achieved by laser cladding technology.



Purchaser will expect fruitful cooperation in order to achieve milestones in the first stage of the NCBiR project, i.e.

1. Development of material for implementation of LMD hardfacing of cones and lugs of large diameter roller cone bits with impacts resistance greater by at least 10% than cones and lugs made by the classical method (acetylene-oxygen method).
2. Development of material for the implementation of LMD hardfacing of cones and lugs of large diameter roller cone bits with abrasion resistance greater by at least 10% than cones and lugs made by the classical method (acetylene-oxygen method).
3. Development of material for cutters production by LMD technology with abrasion resistance achieving at least 95% abrasion resistance of PDC cutters made by classical method (acetylene-oxygen method).

#### IV. Information on technical dialogue subject

The customer intends to order a service for preparation of optimal materials for hardfacing of cones and lugs of large diameter roller cone bits and a service for the preparation of optimal materials for production of selected PDC parts by laser cladding technology.

In order to develop the most optimal chemical composition of individual powders, it is anticipated that powder properties will be tested. The most important powder parameters to be analyzed are: size, geometry, surface morphology, porosity and rheological properties of powders. These properties depend on the powder production technology and may vary depending on the process parameters. The average grain size of powder used in incremental production varies from 10 to 60 micrometers. We will carry out the study of the shape and morphology of the surface using SEM and X-ray computed tomography, study of grain size distribution is planned to be implemented through the use of laser diffraction, while the rheological properties of the powder - using a Hall flowmeter. As part of the project, powders selected for implementation of the padding will be tested for shape, which allows the evaluation of powder adhesion during the process, surface morphology, so that the porosity and tendency to crack of a finished product can be evaluated, the grain diameter distribution, which in the case of uneven decomposition may lead to separation of some grains and irregularities in the obtained metal structure.

In course of determining the optimal chemical composition and carrying out powder tests, it will be necessary to provide sample batches of 10 kg of each type of powder.



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## V. Terms and principles of technical dialogue

1. The condition for participation in technical dialogue is that the invited company demonstrates that is conducting an economic activity which is the subject of this technical dialogue.
2. The technical dialogue will be conducted in the form of individual meetings at the Customer location or by conference call (conference will be recorded).
3. The technical dialogue is conducted in Polish and English.
4. This invitation does not constitute an invitation to submit an offer within the meaning of art. 66 of the Civil Code and it does not a tender notice within the meaning of the provisions of the Public Procurement Law, in particular it does not constitute proceedings in the competitive dialogue mode.
5. Participants of the technical dialogue do not receive remuneration or reimbursement of costs related to participation in the technical dialogue.
6. The technical dialogue is conducted in a way that ensures fair competition and equal dialogue participants treatment. The dialogue will be conducted until the customer will be able to determine, based on the information obtained from the participants of the technical dialogue, sufficient to initiate the public procurement procedure, subject to the provisions of point 7.
7. Customer reserves the right to terminate the technical dialogue at any stage without giving reasons.
8. Customer after completing the technical dialogue, intends to conduct a public procurement procedure in the competition mode.
9. Participation in the technical dialogue is not a condition for the participant to apply in the future for any public order.
10. If the information provided to the customer by the participants of dialogue is a company secret, it should be clearly reserved/stated by disclosing entity.
11. If the information provided to the Purchaser by the participants of dialogue is of the nature of work and the Contractor is entitled to property rights or to their parts, they should be clearly indicated in the submitted materials.
12. The Purchaser reserves the right to use the information, studies and works provided by participants in whole or in part, as well as their processing in order to prepare the tender documentation, including a description of the subject of order, specification of essential terms of the contract and terms of contract.
13. Participation in the technical dialogue is an equivalent of granting consent for the Purchaser to use the information provided for the preparation of competition documentation, including a description of the subject of the contract, specification of essential terms of the contract and terms of the contract. In the event of transferring to the Purchaser in the course of the technical dialogue of the work within the meaning of the Act of 4 February 1994 on Copyright and Related Rights (Journal of Laws of 2016 item 666), the entity transferring the given work grants the Purchaser unconditional consent to the use of



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this work (in whole or in part) for the needs of preparation of competition documentation, including a description of the subject of the contract, specification of essential terms of the contract and terms of the contract, and permission to exercise the dependent rights to the work, the preparation and use of the work. The entity joining the technical dialogue ensures that the use of the work by the Employer will not infringe the rights of third parties.

## VI. Applying to the technical dialogue

1. Entities interested in participation in the technical dialogue, are requested to apply by filling out and posting of the form „Technical dialogue participation request”, called later the Request, for which the template is referred as attachment 1 to this invitation. Purchaser asks to provide all of the information included in the Request.
2. Request should be signed by the person/persons authorized in the participant’s registration documentation ( Registration Documents of the Entity) to represent the Performer or authorized to perform this legal activity by the person authorized to represent participant.
  - In case authorization is not referenced directly in the participant’s registration documentation, Purchaser requires to include formal authorization, signed by authorized person, stated Registration Documents of the Entity.
3. Request form may be applied:
  - In written (in person, by mail or courier) at below address:  
Józefa Michalusa 1 St., 38-320 Gorlice, Poland, Office of the Board
  - In the electronic version at e-mail address: [jacek.szpyrka@glinik.com.pl](mailto:jacek.szpyrka@glinik.com.pl) (requests shall be applied in the pdf file)
4. All requests should be applied not later than May 24<sup>th</sup> 2019, 4:00 p.m.  
Requests exceeding this date will not be considered in this dialogue.
5. Technical dialogue is planned between May 27<sup>th</sup> and May 30<sup>th</sup> at the Purchaser Facility location and Purchaser will inform participants about the exact meeting date and hour.

## VII. Contact

Please direct all the questions related to the technical dialogue to the e-mail address:  
[jacek.szpyrka@glinik.com.pl](mailto:jacek.szpyrka@glinik.com.pl)

## VIII. Attachments

Attachment 1 – Request to participate in technical dialogue