

Funded by the European Union

Annex 1_Terms of Reference - Statement of Work (English)

ANNEX 1 TERMS OF REFERENCE - STATEMENT OF

ToR Ref No: EDU/TURA/2025-AA

RFP-TURA-2025-09-LRPS-9196259



REPUBLIC OF TÜRKİYE
MINISTRY OF NATIONAL
EDUCATION



Table of Contents

A. INTERIOR ARCHITECTURAL ELEMENTS	2
A1. Floors	2
A2. Skirtings.....	3
A3. Wall Coverings	5
A4. Ceilings	9
A5. Lighting Elements.....	12
A6. Sounds-insulated Joinery Elements	15
A7. Aluminum Door Elements.....	16
A8. Electrical Works (Design and Application)	20
B. INTERIOR FURNITURE.....	21
B1. Seating Group and Comfort Products.....	21
B2. Desk and Workspace Equipment	23
B3. Chairs and Seating Arrangements	28
B4. Cabinets and Storage Units	30
B5. Other Furniture	34
C. Acoustic Detail Visuals.....	36
D. Evaluation of the bids	44
D1. Preliminary Evaluation	44
D.2. Technical Evaluation	45

A. INTERIOR ARCHITECTURAL ELEMENTS

A1. Floors

ÖBF-01	PVC FLOORING INSTALLATION
UNIT	M2
DETAILED DESCRIPTION	
<p>After the surface has been cleaned and a sufficient drying period has elapsed, an acrylic-based PVC adhesive, at a consumption rate of 0.30 kg/m², is applied to address any potential surface undulations. A homogeneous PVC (Group T) flooring material, 2.5 mm thick and with a specific weight of 2900 g/m², featuring a concrete-like appearance, is then laid and firmly adhered. PVC welding rods, in a color matching the flooring, are to be inserted into the seams at the material joints and subsequently bonded through hot welding to ensure a seamless finish. This specification includes all necessary materials, wastage, labor, on-site loading, horizontal and vertical transport, unloading, contractor profit, and general overhead costs. Price per 1 m²:</p>	
<p>MEASUREMENT:</p> <ol style="list-style-type: none"> 1. Areas covered with flooring are measured according to project dimensions. 	

Pose No	UNC-YD	Item No:
Description	Installation of sound- and vibration-insulated raised flooring with carpet covering applied on top	Unit: m ²
Specification	<p>A height-adjustable, vibration-insulated pedestal system with galvanized steel legs and crossbars should be designed to withstand a static load of 5 kN/m². After cleaning and leveling the floor, mineral wool will be laid. Rubber pads and gasketed pedestals are placed and secured at the specified height for vibration insulation. Panels measuring 600x600 mm, with a steel surface and a galvanized underside, installed with either a particle board or composite core, and topped with an acoustic carpet (sound absorption coefficient of 0.45), are then installed. Additionally, 50 mm of mineral wool is laid beneath the panels to ensure sound and thermal insulation.</p>	

A2. Skirtings

77.145.1019	ALUMINUM SKIRTING MANUFACTURING
UNIT	MT
DETAILED DESCRIPTION	
<p>In line with the project specifications, 10 cm high skirtings in RAL 7016 color will be coated with electrostatic powder paint and mounted to the walls with screws. Plastic backings will be attached to the wall with screws, and the skirtings will be fitted onto these backings. Edges and corners will be cut at a 45-degree angle to ensure a smooth joint. Original corner elements will be used at all interior and exterior corners, as well as at termination points. A sealant of the same color will be applied at the junctions between the skirtings and the wall. The price per linear meter includes all materials, wastage, paint, labor, tools, horizontal and vertical transport, loading and unloading, expenses, contractor profit, and general overheads.</p> <p>Standards: TS 4922</p>	

ÖBF-11	INSTALLATION OF CABLE DUCT ON ALUMINUM SKIRTINGS
UNIT	MT
DETAILED DESCRIPTION	
<p>UNIT PRICE DESCRIPTION</p> <p>In line with the project specifications, aluminum skirtings will be mounted with adhesive reinforcement and secured with screws, with inner and outer corner joints installed as needed. The price per meter includes all necessary materials and wastage, labor, loading, horizontal and vertical transportation, unloading, transportation costs, tools, general expenses, and profit.</p> <p>Standards: TS EN 50085-2 --- TS EN 50085-2-1:2006/A1 -- TS EN 50085-1 -- TS EN 50085-1/A1</p> <p>A. General: B. Product Information: Follow the instructions of the project management. C. Shop Drawings: Application drawings. D. Samples:</p> <p>Samples for Selection: Color samples matching the architectural samples. Pre-Application Samples: Sample sets showing normal color and texture variations.</p> <p>INSTALLATION METHOD</p> <p>CONTROL AND PREPARATION OF THE SURFACE FOR APPLICATION</p> <p>For the installation of aluminum skirtings, wall surfaces will be checked for smoothness, and any filler material, such as putty, will be inspected to ensure it has been sanded adequately.</p> <p>APPLICATION</p> <p>The skirtings will be attached to the wall with screws and dowels of an appropriate diameter. Using the designated screw areas within the skirtings, they will be mounted on the wall at predetermined points. The screw areas on the aluminum skirting will later be concealed entirely by a U-profile (fuga), which may be a different color or the same color as the skirting, according to the detail drawings. The installation plan from the client will be requested to avoid any damage to in-wall utilities. Drywall anchors will be used for gypsum board areas, while concrete anchors will be used on plastered surfaces. Skirting joints will be aligned to divide the wall length evenly; sections shorter than 1 meter will be covered with a single piece.</p> <p>SEQUENCE OF APPLICATION</p> <p>The installation of aluminum skirtings will occur after door installations, wall and floor coverings, and before the final coat of paint in the designated area.</p> <p>QUANTIFICATION</p> <p>Quantification will be taken from the centerline of the installed material on-site, in linear meters.</p>	


A3. Wall Coverings¹

150.280.1009	APPLICATION OF PERLITE PLASTER AND SATIN PLASTER COATING (ON CONCRETE, BRICK WALLS, ETC.)
UNIT	M2
DETAILED DESCRIPTION	
<p>APPLICATION OF PERLITE GYPSUM PLASTER ON CONCRETE, BRICK WALLS, ETC. Application of a single 15 mm layer of perlite gypsum plaster on concrete, brick walls, and similar surfaces, followed by a 5 mm second layer using a 1:1 mix of perlite gypsum and satin gypsum. Corner profiles will be installed at plaster centers, and plaster mesh will be placed at junctions/transitions of different materials, beams, columns, and walls. A final 1 mm layer of satin gypsum plaster will be applied, sanded, and cleaned of dust. This price per 1 m² includes all materials, wastage, loading at the worksite, horizontal and vertical transport, unloading, labor, contractor overheads, and profit.</p> <p>QUANTIFICATION:</p> <p>1)All plastered surfaces, including the sides of voids, will be quantified according to the measurements in the project. 2)Plastered surfaces under joinery trims and any wooden skirtings, if present, will be included in the calculation. 3)All voids and surfaces covered with other types of materials will be deducted.</p>	

150.540.1262	APPLICATION OF TWO COATS OF WATER-BASED SEMI-MAT PAINT ON SATIN PLASTERED AND DRYWALL SURFACES (INTERIOR WALLS)
UNIT	M2
DETAILED DESCRIPTION	
<p>After cleaning the surface to be painted, a 0.070 L water-based primer will be applied, followed by two coats of water-based semi-matte paint in the desired color, with an average consumption of 0.132 L per square meter. The price per 1 m² includes all materials, wastage, labor, contractor overheads, and profit.</p> <p>QUANTIFICATION:</p> <p>Painted surfaces will be quantified based on the project specifications. All voids will be deducted.</p> <p>NOTE: For the lab in Gölbaşı Bilsen, the walls and floors of the greenbox will be painted with a suitable color for green screen used for video background.</p>	

¹ The radiators, heating systems etc. in existing locations should be taken into consideration and integrated into the new plans in a way that there will be no loss of function or heat.

15.530.1726	Installation of single-skeleton cladding wall with gypsum board
UNIT	M2
DETAILED DESCRIPTION	
<p>In line with the project specifications and details, the cladding wall's structural support system will be assembled by installing C60 profiles at 60 cm intervals. A single layer of 12.5 mm gypsum board will be fixed in place, with joint filling applied.</p>	

ÖBF-04	APPLICATION OF LB-3771-Y AGT WALL PANEL
UNIT	M2
DETAILED DESCRIPTION	
<p>In line with the detailed project specifications, mounting blocks and grids will be fixed to the wall. MDF panels, 18 mm thick, will be cut to the specified dimensions and panel shapes outlined in the project, with edge bands applied where necessary. The panels will be screwed onto the grid. The price per 1 m² includes all labor, materials, wastage, tool and equipment costs, loading at the worksite, horizontal and vertical transportation, unloading, contractor profit, and general overheads.</p> <p>QUANTIFICATION: Surfaces covered with paneling will be quantified in square meters.</p>	
	

ÖBF-19	APPLICATION OF FABRIC PANEL (60X60 CM SIZE)
UNIT	PIECE
DETAILED DESCRIPTION	
<p>In line with the project specifications, fabric-covered panels will be prepared with an internal wooden frame. The colors will be in line with 3D visuals. A support system will be installed on the wall surface, and the mounting of the connection profile for the fabric-covered panels will be completed. The price per unit includes all necessary materials, labor, horizontal and vertical transportation, unloading, tools and equipment costs, shipping, contractor profit, and general overheads.</p>	

Pose No	UNC-D01-GKD	Item No:
Description	Installation of Double-Layer Sound-Insulated Gypsum Board Cladding on Existing Wall	Unit: m ²
Specification	<p>In line with the project specifications and details, the 50 mm wall U-profile (DU) material will be mounted on the floor and ceiling using a 3*50 mm sound insulation band. Wall C-profile (DC) elements will be placed between the DU elements at 60 cm intervals to form the structural support system for the cladding wall. 50 mm thick rock wool panels will be installed between the gypsum board support system, and two staggered layers of 12.5 mm gypsum board will be fixed in place, with joint filling applied at each layer.</p>	

Pose No	UNC-D02-BD	Item No:
Description	Construction of Double-Structure Partition Wall with Double-Layer Gypsum Board	Unit: m ²
Specification	<p>In line with the project specifications and details, two rows of 50 mm wall U-profile (DU) material will be mounted on the floor and ceiling with a 3*50 mm sound insulation band, leaving a 50 mm gap between the rows. Wall C-profile (DC) elements will be placed between the DU elements at 60 cm intervals to form the structural support system of the wall. 50 mm thick rock wool panels will be installed between the gypsum board support system, and two staggered layers of 12.5 mm gypsum board will be fixed on both faces, with joint filling applied on each layer.</p>	

Pose No	UNC-D03-PUS		Item No:
Description	Wall Cladding with Fire-Resistant Acoustic Foam	Unit:	m ²
Specification	In line with the project specifications and details, 20 mm thick, 70 kg/m ³ density, EN 13501-1 C-S2, d0-rated fire-resistant acoustic foam material will be adhered to the wall with 200 g of solvent-based adhesive per square meter.		

Pose No	UNC-D04-ACK		Item No:
Description	Application of Acoustic Fabric Wall Cladding with 20 mm Thickness, NRC 0.35–0.55	Unit:	m ²
Specification	In line with the project specifications and details, modules covered in fire-resistant, open-pore acoustic fabric will be prepared with 20 mm thick, 70 kg/m ³ density acoustic panels, rated EN 13501-1 C-S2, d0, contained within an internal wooden frame. A support system will be installed on the wall surface, and the connection profile for the fabric-covered panels will be mounted.		

A4. Ceilings

15.185.1014	INSTALLATION OF FULL-SECURITY WORK SCAFFOLD FOR CEILINGS USING PREFABRICATED COMPONENTS (0.00–21.50 M)
UNIT	M3
DETAILED DESCRIPTION	
<p>To be used permanently for ceiling installation in buildings, a full-security work scaffold for ceilings, assembled from prefabricated components with a minimum load class of 4, shall be installed and dismantled in compliance with relevant regulations (including the Occupational Health and Safety Law, Occupational Health and Safety in Construction Regulation, Health and Safety Conditions for Use of Work Equipment Regulation, Notification on Facade Scaffolds Composed of Wood and Prefabricated Steel and Aluminum Alloy Components, and all other applicable legislation), material and design standards, and project specifications. The price per 1 m³ includes all materials and wastage, on-site loading, horizontal and vertical transportation, unloading, labor, equipment costs, contractor overheads, and profit.</p>	
<p>QUANTIFICATION: The height of the scaffold will be calculated as the distance from the surface on which the scaffold is based to the ceiling, minus 1.50 m. The volume of the work scaffold is determined by multiplying this height by the surface area on which the scaffold is based.</p>	
<p>NOTE:</p> <ol style="list-style-type: none"> 1) If ceiling installation requiring a scaffold is to be done within an area, the scaffold cost is provided for the ceiling only; an additional cost will not be provided for wall scaffolding. 2) A work scaffold set up within a specific area is considered to cover all installation activities requiring a scaffold within that area, and the scaffold cost is provided only once for that area. 3) This item applies to ceiling installation higher than 3.00 meters and similar individual installations of this kind. 4) Scaffold costs are not provided for installations with a height of 3.00 meters or less. 5) Additional safety measures, such as nets or tarpaulins, will be implemented where necessary without additional cost. 6) Compliance with scaffold standards, regulations, and project specifications shall be documented jointly by the installation supervision officer and the contractor, and this record shall be submitted for approval. A CD containing a general and detailed visual record of the scaffold shall also be attached to the documentation. This record and CD must be included in the payment documentation, and no scaffold cost will be paid until these requirements are met. 	

15.530.1932	INSTALLATION OF DOUBLE-FRAMED SUSPENDED CEILING WITH GYPSUM BOARDS AND HANGING SYSTEM (Hanger Rod Spacing: 750 mm in the same direction, Main Carrier Profile Spacing: 800 mm, Secondary Carrier Profile Spacing: 500 mm centers) (Using 12.5 mm Double-Layer Fire-Resistant Gypsum Board)
UNIT	M2
DETAILED DESCRIPTION	
<p>In line with the specifications and details approved by the administration, a 50 mm insulation tape will be applied to the areas of the ceiling U-profile (TU28) that contact the wall. The TU28 profile will be fastened to the existing wall using screws and plastic anchors every 60 cm, beginning approximately 5 cm from each end. The first main carrier axis will be marked 15 cm from the wall on the ceiling surface, and sequential axes will be marked at intervals no greater than 100 cm. Steel anchors will be set along these lines at intervals no greater than 75 cm, and the hanger rods will be attached to the steel anchors. The hangers will be attached to the hanger rods, and the ceiling C-profile (TC60) will be cut. TC60 profiles will be attached to the hangers and leveled to form the main carrier system. Secondary TC60 profiles will be clipped perpendicular to the main carriers at 50 cm intervals. Connector pieces will be used at all TC60 profile joints, and joints will be staggered. Gypsum boards will be cut to size if needed, with edges smoothed using a planer, and a 45° artificial bevel will be applied to cut edges and non-beveled edges of the boards using suitable tools. Gypsum boards will be fastened to the TU28 and TC60 profiles with screw heads flush with the board surface, at a maximum spacing of 50 cm in the first layer and 30 cm in the second layer using trumpet head screws. Short edge joints of the boards will be staggered by at least 40 cm in the first layer and 25 cm in the second layer. Joint filler will be applied to gaps greater than 3 mm, and screw heads will be covered with joint filler. Joint tape will be applied to board joints, and joint filler will be applied over the tape, thus completing the suspended ceiling installation. The price per 1 m² includes all materials, wastage, labor, on-site loading, horizontal and vertical transportation, unloading, contractor overheads, and profit.</p> <p>QUANTIFICATION: Calculated in square meters based on project dimensions.</p> <p>NOTE: Voids smaller than 0.50 m² are not deducted.</p> <ol style="list-style-type: none"> 1. Application must comply with the requirements of TS 1475-1 application standard. 	

Pose No	UNC-T01-AT		Item No:
Description	Installation of Double-Layer Sound-Insulated Gypsum Board Ceiling	Unit:	m²
Specification	In line with the project specifications and details, 50 mm ceiling U-profiles (TU) will be fixed to wall channels on the ceiling using a 3*50 mm sound insulation band. The 50 mm ceiling C-profiles (TC) will be placed between the TU profiles at 60 cm intervals, adjusted with hanger elements to establish the support system. 50 mm thick rock wool panels will be installed between the support system, and two staggered layers of 12.5 mm gypsum board will be fixed, with joint filling applied at each layer.		

Pose No	UNC-T02-PUS		Item No:
Description	Ceiling Cladding with Fire-Resistant Acoustic Foam	Unit:	m²
Specification	In line with the project specifications and details, 20 mm thick, 70 kg/m ³ density, EN 13501-1 C-S2, d0-rated fire-resistant acoustic foam material will be adhered to the ceiling using 200 g of solvent-based adhesive per square meter. Additionally, it will be secured with five spiked nails or black insulation anchors per square meter.		

A5. Lighting Elements²

ÖBF-13	INSTALLATION OF RECTANGULAR BOX LED LIGHTING
UNIT	PIECE
DETAILED DESCRIPTION	
<p>In line with the specifications detailed in the project, magnetic lighting for the suspended ceiling will be supplied and installed. The technical specifications of the lighting are detailed below:</p> <ul style="list-style-type: none"> - Metal body - LED linear - Opal white polystyrene diffuser providing homogeneous light distribution - System power: 10W - Luminous flux: 950 lm - Operating voltage: 48V - Color temperature: 3000K (daylight) - Light angle: 120° - Electrostatic powder coating - CRI: 90 - IP rating: IP20 <p>The price per unit includes all necessary materials and wastage, paint, labor, tools, horizontal and vertical transportation, loading and unloading, expenses, contractor profit, and general overheads.</p>	

² The hidden strip LED lighting seen in 3D visuals, skirtings, wood and plasterboard panel wall coverings, and acoustic and fabric panel wall coverings are for visual purposes only. Therefore, they are not included in the job descriptions.

ÖBF-10	INSTALLATION OF MAGNETIC LIGHTING ABOVE SUSPENDED CEILING
UNIT	MT
DETAILED DESCRIPTION	
<ul style="list-style-type: none"> - In line with the specifications detailed in the project, magnetic lighting for the suspended ceiling will be supplied and installed. The technical specifications of the lighting are detailed below: - Metal body - Opal plexiglass - System power: 10W - Luminous flux: 950 lm - Operating voltage: 48V - Color temperature: 3000K (daylight) - Light angle: 120° - Electrostatic powder coating - CRI: 90 - IP rating: IP20 <p>The price per meter includes all necessary materials and wastage, paint, labor, tools, horizontal and vertical transportation, loading and unloading, expenses, contractor profit, and general overheads.</p>	

ÖBF-17	PROCUREMENT OF SURFACE-MOUNTED BOX LED LIGHTING (60X60 CM SIZE)
UNIT	PIECE
DETAILED DESCRIPTION	
<p>In line with the project specifications, magnetic lighting will be provided and installed on the suspended ceiling. The technical specifications of the lighting are detailed below:</p> <ul style="list-style-type: none"> - Metal body - LED linear - Opal white polystyrene diffuser providing homogeneous light distribution. - System power: 10W - Luminous flux: 950 lm - Operating voltage: 48V - Color temperature: 3000K (daylight) - Light angle: 120° - Electrostatic powder-coated - CRI (Color Rendering Index): 90 - IP20 rating <p>The unit price includes all necessary materials and waste, paint, labor, tools, horizontal and vertical transportation, loading and unloading, expenses, contractor's profit, and general overheads.</p>	

ÖBF-23	PROCUREMENT OF SURFACE-MOUNTED SPOT LED LIGHTING (10X10 CM SIZE)
UNIT	PIECE
DETAILED DESCRIPTION	
<p>In line with the project specifications, surface-mounted magnetic lighting will be provided and installed on the suspended ceiling. The technical specifications of the lighting are detailed as follows:</p> <ul style="list-style-type: none"> - Aluminum body - Electrostatic powder-coated - GU10 socket, compatible with LED bulbs ranging from 3-9 W - System power: 10 W - Luminous flux: 950 lm - Operating voltage: 48 V - Color temperature: 3000K daylight - Beam angle: 120° - IP20 rating <p>The price per unit includes all necessary materials and wastage, paint, labor, tools, horizontal and vertical transportation, loading and unloading, costs, contractor profit, and general overheads required for the procurement and installation of the lighting.</p>	

A6. Sounds-insulated Joinery Elements

Pose No	UNC-K01-TK		Item No:
Description	Installation of Single Leaf Acoustical Door	Unit:	Piece
Specification	<p>The task involves installing a single-leaf soundproof door with an STC rating of 48, following project specifications and design details. This includes placing 50 mm thick, 70 kg/m³ density mineral wool boards within a wooden frame structure. A 1.8 mm thick, Class B, s2, d0 fire-resistant, polymer-based acoustic barrier with a self-adhesive back is applied on both sides of the door, excluding PVC, EPDM, or bitumen-based materials. Both sides are cold pressed with wooden veneers for additional stability, and an acoustic drop seal is installed with acoustic sealant applied during pressing for enhanced sound insulation. The door and frame are installed with double rebates, where soundproof seals are adhered for effective isolation. This work covers all necessary materials, assembly, finishing, and on-site installation to ensure a ready-to-use soundproof door.</p>		

Pose No	UNC-CM01		Item No:
Description	Installation of Soundproof Frame and Glass	Unit:	m²
Specification	<p>This work involves the installation of laminated and safety laminated glass with specific attention to maintaining the integrity of the glass throughout handling, application, and post-installation. The glass must be protected from abrasive materials, acids, alkalis, and damage from sparks or impacts. During delivery, transport, and storage, it should be kept in well-ventilated areas, protected from moisture, and stored on glass racks at a 50–70-degree angle to ensure stability.</p> <p>Seals, gaskets, tapes, and spacers used in the system must meet international standards, composed of EPDM, PE, or other fire-resistant materials, ensuring no deformation during temperature fluctuations. Before placing the glass, a high-quality putty layer is applied in the glass groove, and spacer blocks are positioned where necessary. The window unit, consisting of a double layer of 4mm glass with a PVB interlayer for lamination, is then fitted into place. Additional high-quality putty is applied to fill any remaining gaps, and blocks are secured with wooden, or metal strips attached by glass nails or screws, with excess putty trimmed for a clean finish.</p> <p>For sound insulation, the frame and wall connections are made airtight, filled continuously with heavy acoustic barriers to prevent sound leakage. This ensures optimal soundproofing for the installed glass and frame unit.</p>		

A7. Aluminum Door Elements

10.380.1003-AN	INSTALLATION OF 4MM THICK CLEAR FLAT GLASS WITH ALUMINUM AND IRON FRAMING USING BEAD
UNIT	M2
DETAILED DESCRIPTION	
<p>The installation involves preparing a window unit with 4 mm thick clear flat glass to fit the specified measurements, placing spacers in the glass groove, positioning the glass in place, fitting the profile and gasket, and balancing the unit with glazing spacers. Neutral (non-acidic) silicone will be applied as a tack weld at the profile joints. The cost per square meter includes loading at the installation site, horizontal and vertical transportation, unloading, all materials and waste, labor, tools, and equipment costs, as well as the contractor's overhead and profit.</p> <p>MEASUREMENT: The area covered by the glass installation will be calculated according to project measurements.</p> <p>NOTE: The cost of the profile and gasket will be covered under their respective framing position.</p>	

15.460.1005	MANUFACTURE AND INSTALLATION OF NON-INSULATED ALUMINUM JOINERY WITH ELECTROSTATIC POWDER COATING
UNIT	KG
DETAILED DESCRIPTION	
<p>In line with the project specifications, detail drawings, and selected sample approved by the administration, carrier aluminum joinery profiles (frame, mullion, sash profiles) are to be manufactured through extrusion in accordance with existing standards and technical specifications regarding classification, chemical composition, mechanical properties, design, dimensional, and thickness tolerances. All types of single or double-axis, regular or sliding windows, glass partitions, door sashes, and frames, etc., will be produced in the factory using powder-coated aluminum profiles. Installation will include all necessary mounting materials (EPDM gaskets, PVC pest strips for thermal, water, and air insulation between the joinery and mounting location, such as blind frames, mounting dowels, etc.) and be delivered in operational condition. Price per 1 kg includes transportation to the worksite, all material wastage, labor, horizontal and vertical transportation at the worksite, contractor overheads, and profit.</p> <p>QUANTIFICATION:</p> <ol style="list-style-type: none"> 1) Weighed along with aluminum components (including screws, rivets, protective packaging). If weighed together, any separately paid accessories (such as locks and attachments, window and door handles, hinges, transom operators, latches, door sweeps, hydraulic and pivot mechanisms, sliding and double-axis mechanisms) are deducted. Accessory costs are paid at their rate or, if not available, at an authorized invoice price with an additional 25% for contractor profit and overhead. 2) The administration may verify the weight based on project dimensions, using the profile weights in the table. Based on the weighing, up to a 7% excess in weight relative to table values will be paid. If the weighed result is less than the table value, the weighed result will be used, provided the work is accepted by the administration. <p>NOTE:</p> <ol style="list-style-type: none"> 1) The thickness of load-bearing aluminum profiles must be 2 mm ($\pm 10\%$), ensuring required strength per static calculations. (This requirement does not apply to non-load-bearing profiles, such as glass beads, T flange profiles, adapter profiles, brackets, etc.) 2) Corner connections of joinery profiles will use corner connectors made of aluminum profiles (with both sides insulated if using thermal break profiles), and corners will be pressed. 3) Thermal break aluminum profiles must have at least three chambers. 	

15.540.1112	APPLICATION OF TWO COATS OF ANTI-RUST PRIMER AND TWO COATS OF SYNTHETIC PAINT ON IRON SURFACES
UNIT	M2
DETAILED DESCRIPTION	
<p>Iron fabrication surfaces will be cleaned using sandpaper and wire brushes, followed by the application of two coats of anti-rust primer, with each coat applied in different colors (0.091 L for the first coat and 0.091 L for the second coat). Two coats of synthetic paint in the desired color will then be applied (0.096 L for the first coat and 0.096 L for the second coat). The price per 1 m² includes all materials and wastage, labor, contractor overheads, and profit.</p> <p>QUANTIFICATION:</p> <p>a) For furniture, painted surfaces are quantified.</p> <p>b) For doors and partitions:</p> <ol style="list-style-type: none"> 1. In framed doors, both faces are quantified from plaster to plaster. 2. For framed (non-trimmed) doors, the two faces of the vertical plane are quantified from frame to frame, including the frame areas. 3. For doors with frames and trim, both faces are quantified from trim to trim, including the frame. 4. For all quantifications, indentations, protrusions, and glass voids are not included. If there is a trim on the window edge, quantifications are taken from the trim. <p>c) For glass partitions and windows:</p> <ol style="list-style-type: none"> 1. For glass partitions and windows with trim, the area outside the trim is quantified; for windows without trim, quantifications are taken from plaster to plaster in the vertical plane. Only one side is accounted for, while both sides are painted. Glass voids are not deducted, and if sills, frames, or edges are present, these are quantified separately and added to the area. 2. For double windows, the quantifications are taken as-is, with the wooden frame between the two windows quantified separately and added to the area. Both faces of each window are painted, but only one face is calculated. Glass voids are not deducted. <p>d) For railings and balustrades, the projection area of one face in the vertical plane is quantified, without deducting gaps.</p> <p>e) For columns, roof trusses, beams, lightwells, and similar iron fabrications, painted surfaces are quantified.</p>	


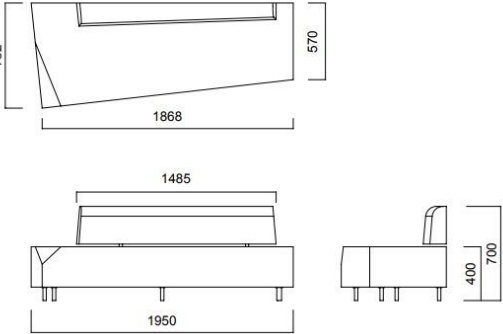
15.550.1001	MANUFACTURE AND INSTALLATION OF WINDOWS AND DOORS USING SQUARE AND RECTANGULAR PROFILES
UNIT	KG
DETAILED DESCRIPTION	
<p>In line with the project specifications and requirements, windows and doors will be made from various profiles, including additional profile iron, sheet metal, and flat bars as needed. Locks, sliding mechanisms, and similar hardware specified in the project and technical specifications will be installed. Iron welding, riveting, bolting, and fastening of anchor irons or other parts for installation are included, as are all types of materials and wastage, workshop costs, on-site loading, horizontal and vertical transportation, unloading, all labor, contractor overheads, and profit (excluding the cost of metal hardware and paint). Price per 1 kg. :</p> <p>QUANTIFICATION: The primary components of the fabrication, including locks, latch handles, and wall-mounted anchors, are weighed before painting, recorded, and installed. All fabrications are paid at the same rate.</p> <p>NOTE:</p> <ol style="list-style-type: none"> 1. The cost of installing metal hardware (hinges, bearings, locks, espagnolette locks, etc.) is included in the price. 2. All assembly and installation work is included in the price. 	


A8. Electrical Works (Design and Application)

EW-2024	ELECTRICAL DESIGN AND APPLICATION OF TEACHER TRAINING LABS
UNIT	LAB
DETAILED DESCRIPTION	
<ul style="list-style-type: none"> • Energy Panel: The panel will be of an open color in the Tp65 standard, with dimensions of 30x40x16 cm. • Different colored cables will be used for the phase, neutral, and ground in the panel. The ground will be yellow-green, and the neutral will be blue. The cable size used inside the panel will be at least 2.5 mm² NYA cable. • The panel cover will be locked, and the inner edges of the cover, along with all sharp surfaces, will be covered with plastic seals and edges. A warning label indicating the presence of electricity will be placed on the external cover. • There will be a pocket on the inside surface of the external panel cover, where the panel connection diagram will be placed. • The main power supply input will enter the panel from the top, and the line supplies will exit from the bottom of the panel. Cable channels entering the panel will be at least 1 cm inside the panel. No cables will be visible from the outside. • The main fuse in the T laboratory energy panel will be a 3x25A, B-type, 6kA automatic fuse, and a 4x25A, 30mA leakage current fuse will be used. • The fuses used in the lines will be installed in accordance with the TS5018-1 EN 60898-1 standard, as 1x6A, B-type, with a 6kA breaking capacity. • In schools powered by three-phase electricity, a balanced power distribution between the phases should be ensured. The contractor, for schools with a 220V network, will use the 220V equivalent instead of 380V for all energy components installed, provided they meet the defined specifications. • From the floor panel (or from the main panel if the floor panel is unsuitable) to the classroom energy panel, N2XH 5x4mm² cable will be used, which is 0.6/1kV halogen-free, flame-resistant, and meets the TS HD 604 S1 standard for energy cables. • Each line group will be installed with 3x2.5 mm² halogen-free, flame-retardant 300/500V cables. The 300/500V energy cables will be halogen-free according to TEC 60754-1/2, have low smoke density according to IEC 61034-2, and be flame-resistant according to JEC 60332-1-2. All energy cables used will be of the same brand. • The infrastructure for the mechanical, electrical, and control systems required for the appropriate number of wall-mounted split air conditioners will be prepared and delivered, considering the lab's area size (m²). • In the electrical design and implementation of the labs, the Lab Equipment List provided in the reference documents will be taken into account, and electrical outlets will be designed and installed based on the number and scope of the equipment. 	

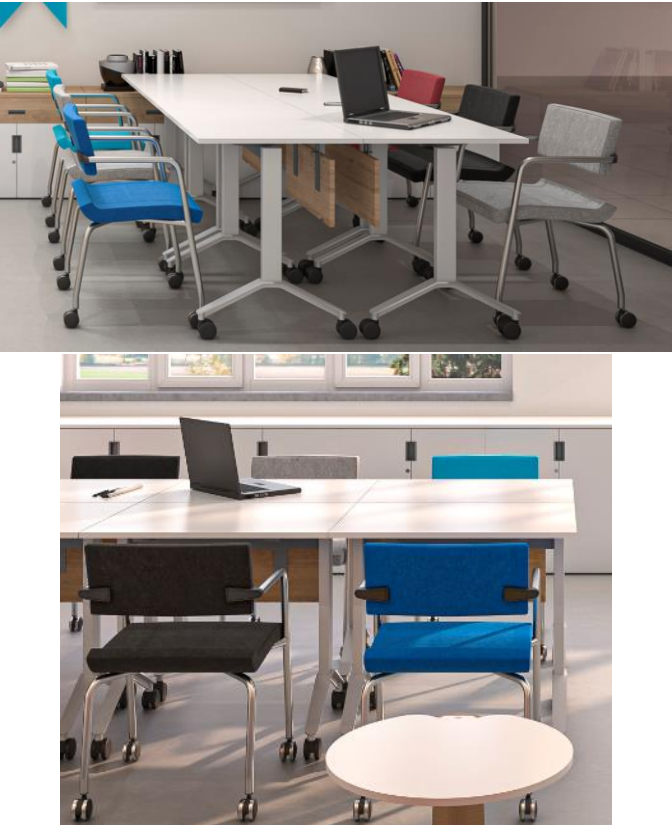
B. INTERIOR FURNITURE


B1. Seating Group and Comfort Products


ÖBF-02	SOFA PROCUREMENT
UNIT	PIECE
DETAILED DESCRIPTION	
<p>A sofa will be procured and installed In line with project specifications. The technical features of the sofa are listed below in detail:</p> <ul style="list-style-type: none"> - All frame wood will be made from kiln-dried beech wood. - Upholstery will be fabric. - Fiber padding will be applied over all surfaces of the sofa. - Back cushions will be filled with silicone fiber. - Seat cushions will be with a 32-density rating. - Foam thickness will be 14 cm. - Base legs will be fully chrome plated. - Minimum abrasion resistance will be between 15.000-25.000 rub. - The fabric covering will be in line with 3D visuals. - The color and patterns will be in line with 3D visuals. <p>The price per unit includes all materials and waste, paint, labor, tools, horizontal and vertical transportation, loading and unloading, expenses, contractor profit, and general overhead.</p>	
<div style="display: flex; align-items: center;">  <div style="margin-left: 20px;">  </div> </div>	


ÖBF-14	CHAIR PROCUREMENT
UNIT	PIECE
DETAILED DESCRIPTION	
<p>In line with the specifications detailed in the project, the chair will be supplied and installed. The product supplied will be an exact match to the visual provided. The technical specifications of the chair are listed below:</p> <ul style="list-style-type: none">- The seat foam will be made of molded foam.- The upholstery will be made from textile and leather.- The legs will be four-pronged star-shaped and made of aluminum chrome.- The fabric and leather covering will be in line with 3D visuals.- The color and patterns will be in line with 3D visuals.- Minimum abrasion resistance will be between 15.000-25.000 rub. <p>The price per unit includes all necessary materials and wastage, paint, labor, tools, horizontal and vertical transportation, loading and unloading, expenses, contractor profit, and general overheads.</p>	
	

B2. Desk and Workspace Equipment

ÖBF-07	DESK WITH ROLLER LEGS PROCUREMENT (60X80 CM SIZE)
UNIT	PIECE
DETAILED DESCRIPTION	
<p>In line with the project specifications, top surface will be made of 18 mm thick particleboard, covered with 1 mm HPL laminate, all edges of the desk will be glued with 1 mm thick polyvinyl chloride (PVC) edge banding. The desk legs will be equipped with 360-degree rotating wheels, metal parts produced from 40*30 box profile, the thickness of the metal profile should be 1.5 mm. The price per unit includes all necessary materials, labor, horizontal and vertical transportation, unloading, tools and equipment costs, shipping, contractor profit, and general overhead expenses required for manufacturing.</p>	
	

ÖBF-08	ALUMINUM-LEGGED DESK PROCUREMENT (80X140 CM)
UNIT	PIECE
DETAILED DESCRIPTION	
<p>In line with the project specifications, the top surface will be covered with 1 mm HPL laminate on an 18 mm thick particleboard, and the other surfaces will be covered with 1 mm APL laminate, all edges of the desk will be glued with 1 mm thick polyvinyl chloride (PVC) edge banding. Metal parts will be produced from 40x30 box profiles, and the metal profile thickness will be 1.5 mm. The price per unit includes all necessary materials, labor, horizontal and vertical transportation, unloading, tools and equipment costs, shipping, contractor profit, and general overhead expenses required for manufacturing.</p>	
	

ÖBF-16	ALUMINUM-LEGGED DESK PROCUREMENT (60x140 CM)
UNIT	PIECE
DETAILED DESCRIPTION	
<p>In line with the project specifications, the top surface will be covered with 1 mm HPL laminate on an 18 mm thick particleboard, and the other surfaces will be covered with 1 mm APL laminate, all edges of the desk will be glued with 1 mm thick polyvinyl chloride (PVC) edge banding. Metal parts will be produced from 40x30 box profiles, and the metal profile thickness will be 1.5 mm. The price per unit includes all necessary materials, labor, horizontal and vertical transportation, unloading, tools and equipment costs, shipping, contractor profit, and general overhead expenses required for manufacturing.</p>	
	

ÖBF-15	PROCUREMENT OF HEIGHT-ADJUSTABLE ROLLING DESK (60x160 CM DIMENSIONS)
UNIT	PIECE
DETAILED DESCRIPTION	
<p>In line with the project specifications, the top surface will be covered with 1 mm HPL laminate on an 18 mm thick particleboard, and the other surfaces will be covered with 1 mm APL laminate, all edges of the desk will be glued with 1 mm thick polyvinyl chloride (PVC) edge banding. Metal parts will be produced from 40x30 box profiles, and the metal profile thickness will be 1.5 mm. Legs will be height-adjustable. The price per unit includes all necessary materials, labor, horizontal and vertical transportation, unloading, tools and equipment costs, shipping, contractor profit, and general overhead expenses required for manufacturing.</p>	
	


ÖBF-18	PROCUREMENT OF ALUMINUM-LEGGED MEETING TABLE (90x140 CM DIMENSIONS)
UNIT	PIECE


DETAILED DESCRIPTION

In line with the project specifications, top surface will be made of 18 mm thick particleboard, covered with 1 mm HPL laminate, all edges of the desk will be glued with 1 mm thick polyvinyl chloride (PVC) edge banding. Metal parts will be produced from 40x30 box profiles, and the metal profile thickness will be 1.5 mm. The price per unit includes all necessary materials, labor, horizontal and vertical transportation, unloading, tools and equipment costs, shipping, contractor profit, and general overhead expenses required for manufacturing.





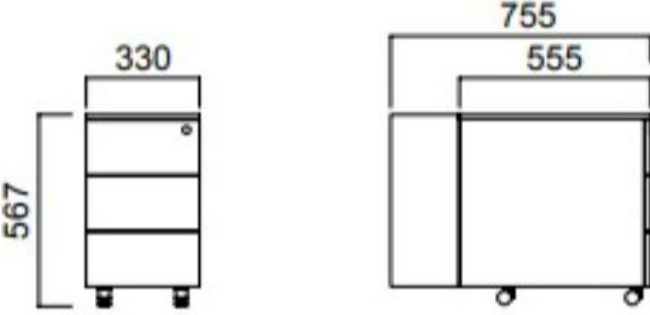
B3. Chairs and Seating Arrangements

ÖBF-06	CHAIR PROCUREMENT
UNIT	PIECE
DETAILED DESCRIPTION	
<p>A chair will be supplied and installed In line with the details specified in the project. The product provided will be an exact match to the one shown in the image. The technical specifications for the chair are listed in detail below:</p> <ul style="list-style-type: none"> - The seat cushion will be made of molded foam. - The upholstery will be textile. - The legs will be a four-pronged straight base. - The legs will have four wheels. - The legs will be chrome. - The fabric covering will be in line with 3D visuals. - The color and patterns will be in line with 3D visuals. - Minimum abrasion resistance will be between 15.000-25.000 rub. <p>The unit price includes all materials and waste, paint, labor, tools and equipment, horizontal and vertical transportation, loading and unloading, contractor's profit, and general expenses for supplying one chair.</p>	
	


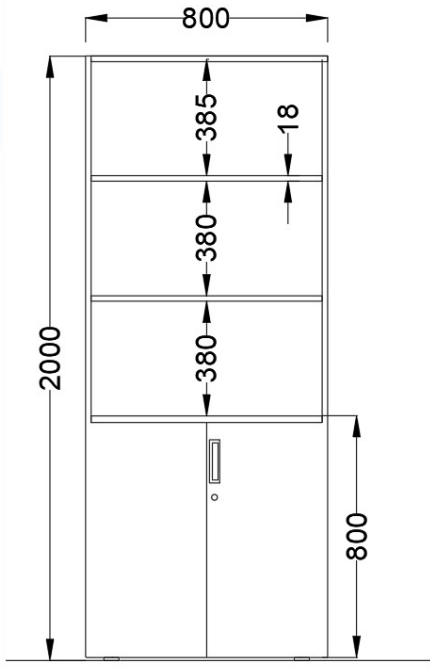
ÖBF-09	OFFICE ROLLING CHAIR PROCUREMENT
UNIT	PIECE
DETAILED DESCRIPTION	
<p>A chair will be supplied and installed In line with the details specified in the project. The technical specifications for the chair are listed in detail below:</p> <ul style="list-style-type: none">- The seat cushion will be made of molded foam.- The upholstery will be textile.- A dual mechanism will be used.- The base will be a star-shaped aluminum chrome base.- The gas lift will be chrome.- The fabric covering will be in line with 3D visuals.- The color and patterns will be in line with 3D visuals. <p>Minimum abrasion resistance will be between 15.000-25.000 rub.</p> <p>The unit price includes all materials and waste, paint, labor, tools and equipment, horizontal and vertical transportation, loading and unloading, contractor's profit, and general expenses for supplying one chair..</p>	
	

B4. Cabinets and Storage Units


ÖBF-05	CABINET PROCUREMENT (DIMENSIONS: 80X46X80 CM)
UNIT	PIECE
DETAILED DESCRIPTION	
<p>In line with the project specifications, the body (back, bottom, sides, top) of the cabinet will be constructed using 18 mm thick synthetic resin-based particle board. The doors and drawer fronts will be made of 18 mm thick particle board, covered with 1 mm HPL laminate, while other surfaces will be covered with 1 mm APL laminate. All edges of the cabinet and shelves will be glued with 1 mm thick PVC edge banding, and the edges of the doors and drawer fronts that are not laminate-covered will have 3 mm ABS edge banding applied. Zamak or plastic-coated handles will be installed, and the drawer sides will be constructed from 18 mm synthetic resin-based particle board, with 8 mm thick synthetic resin-based particle board for the bottoms. Drawers will be mounted on steel rails, and the components will be assembled using PVC-tipped chrome steel screws and dowels. Locks and lock handles, mirrors, and slides will be installed, and the lid hinges will consist of double-spring steel hinges capable of carrying a minimum load of 45 kg. The shelves will be made from 18 mm synthetic resin-based particle board, with edges finished with PVC edge banding or postforming. Additionally, 7 cm thick bases will be constructed in line with the project specifications. The price per unit includes all necessary materials, labor, horizontal and vertical transportation, unloading, tools and equipment costs, shipping, contractor profit, and general overheads.</p>	
	


ÖBF-12	PROCUREMENT OF A THREE-DRAWER UNDER-TABLE CHEST OF DRAWERS (33x55x57 CM)
UNIT	PIECE
DETAILED DESCRIPTION	
<p>In line with the project specifications, the body (back, bottom, sides, top) will be constructed using 18 mm thick synthetic resin-based particle board; the lids and drawer fronts will be covered with 1 mm HPL laminate over 18 mm thick particle board, and other surfaces will be covered with 1 mm APL laminate. PVC tape (1 mm thick) will be applied to all body and shelf edges, while 3 mm ABS tape will be applied to the non-laminated edges of the lids and drawer fronts. Zinc or plastic-coated handles will be installed in place, the drawer sides will be made of 18 mm synthetic resin-based particle board, and the bottoms will be constructed from 8 mm thick synthetic resin-based particle board. The drawers will be mounted on steel rails, and the parts will be connected using PVC-headed chrome steel screws and brackets. Locks and lock handles, as well as drawer legs, will be equipped with wheels that can rotate 360 degrees, and if present, the lid hinges will be made of double-spring steel hinges capable of carrying a minimum load of 45 kg. The metal parts will be produced from 40*30 box profile, the handle system will be an aluminum self-handled model, and the metal sheet thickness will be 1.5 mm. The edges will be adhered using PVC tape or postforming. In line with the project specifications this price includes all necessary materials, labor, horizontal and vertical transport, unloading, tool and equipment costs, transportation, contractor profit, and general expenses for 1 unit.</p>	
 	

ÖBF-21	PROCUREMENT OF DOUBLE-DOOR CABINET (80x46x200 CM)
UNIT	PIECE
DETAILED DESCRIPTION	
<p>In line with the project specifications, the cabinet's body (back, bottom, sides, top) and shelves will be constructed from 18 mm thick synthetic resin-based chipboard. Doors and drawer fronts will feature 1 mm HPL laminate on 18 mm thick chipboard, with other surfaces covered in 1 mm APL laminate. All edges of the body and shelves will be finished with 1 mm thick polyvinyl chloride (PVC) edge banding, with 3 mm ABS banding applied to non-laminated edges of the doors and drawer fronts. Handles will be zinc or plastic-coated, drawer sides made of 18 mm synthetic resin-based chipboard, and drawer bottoms of 8 mm thick chipboard. Drawers will be mounted with steel rails, with parts joined by PVC-capped chrome steel screws and dowels. Locks, lock arms, mirrors, and sliders will be installed, with door hinges made from double-spring steel cup hinges supporting a minimum load of 45 kg. Shelves will be 18 mm thick synthetic resin-based chipboard. Edges will be glued with PVC edge banding or post-forming. Additionally, a 7 cm thick base will be constructed according to project specifications. The price per unit includes all necessary materials, labor, horizontal and vertical transportation, unloading, tools, contractor's profit, and general overheads required for production and assembly according to the project.</p>	
	

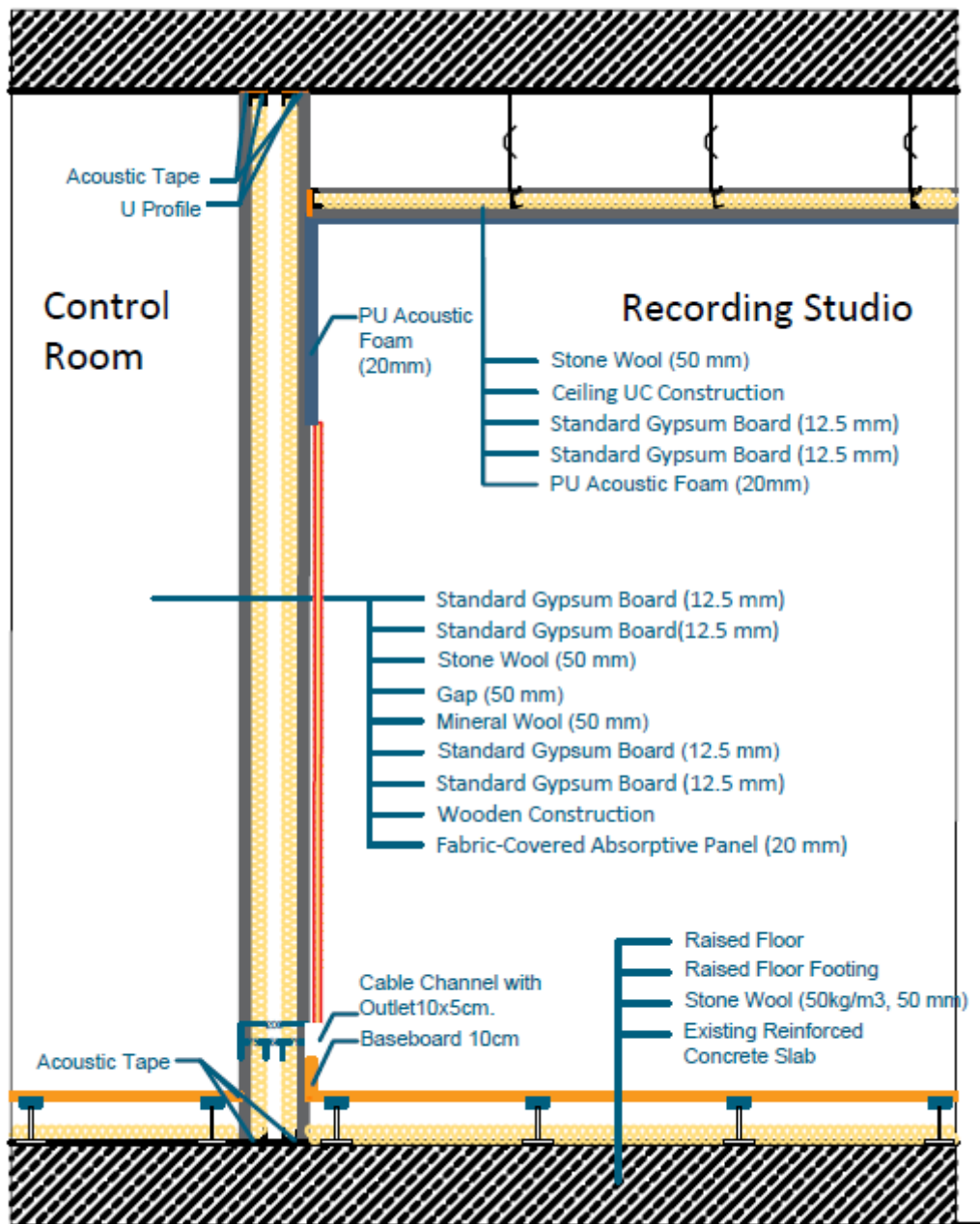
ÖBF-22	PROCUREMENT OF OPEN-SHELVED CABINET (80x46x200 CM)
UNIT	PIECE
DETAILED DESCRIPTION	
<p>In line with project specifications, the cabinet body (back, bottom, sides, top) and shelves will be made from 18 mm thick synthetic resin-based chipboard. Doors and drawer fronts will be covered with 1 mm HPL laminate on 19 mm thick chipboard, while other surfaces will use 1 mm APL laminate. All edges of the body and shelves will have 1 mm thick polyvinyl chloride (PVC) edge banding, with 3 mm ABS edge banding for non-laminated edges of the doors and drawer fronts. Zinc or plastic-coated handles will be installed, with drawer sides made from 18 mm chipboard and drawer bottoms from 8 mm thick chipboard. Drawers will be mounted on steel rails, with assembly facilitated by PVC-capped chrome steel screws and dowels. Lock mechanisms, mirrors, and sliders will be included, with door hinges crafted from double-spring steel cup hinges supporting up to 45 kg. The shelves will be 18 mm thick chipboard. Edges will be glued with PVC edge banding or post-formed as specified. Additional 7 cm bases will be constructed per project specifications. The price per unit includes all necessary materials, labor, horizontal and vertical transportation, unloading, tools, contractor's profit, and general overheads required for production and assembly according to project specifications.</p>	
	

B5. Other Furniture

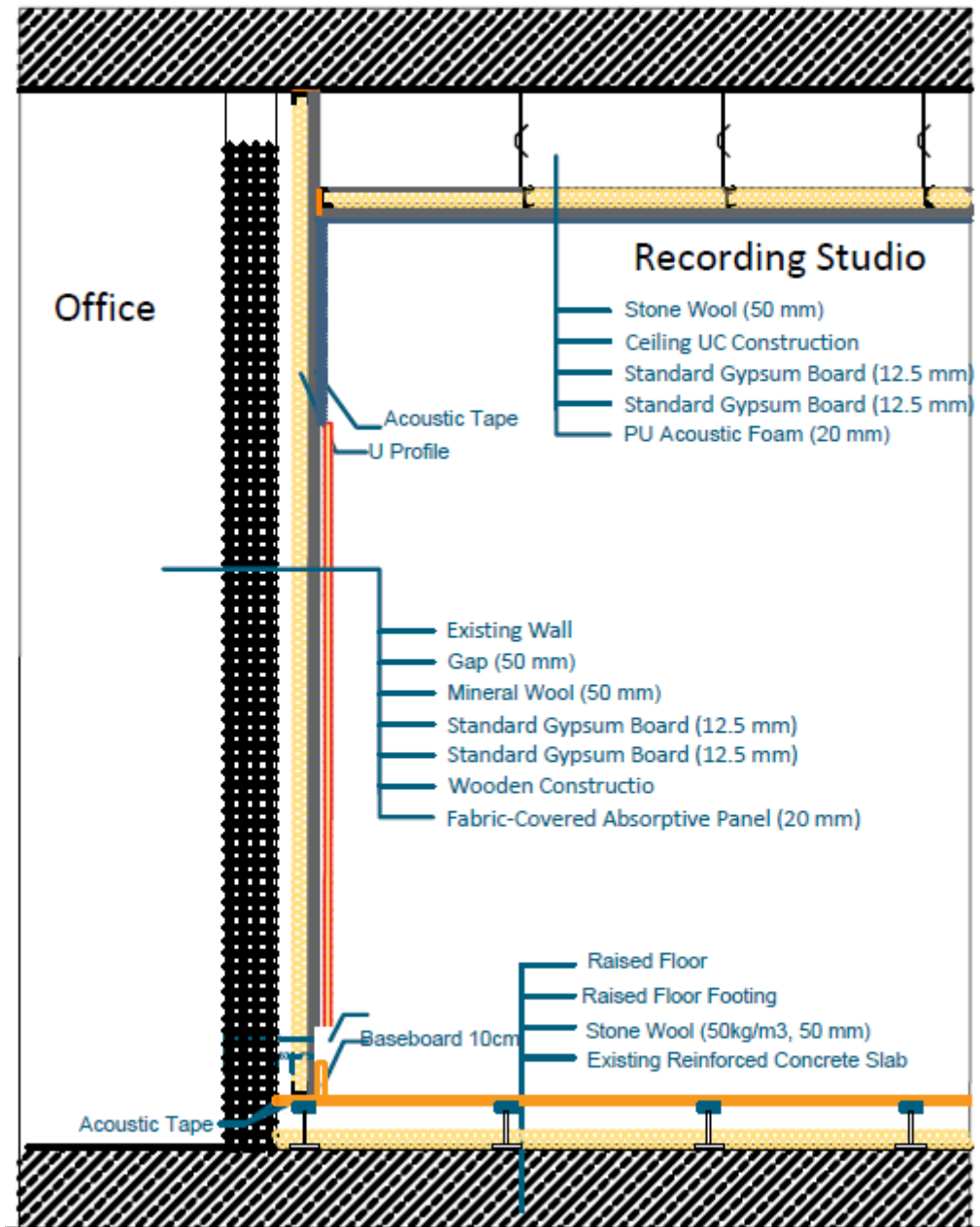
ÖBF-03	COFFEE TABLE PROCUREMENT
UNIT	PIECE
DETAILED DESCRIPTION	
<p>A coffee table will be procured and installed in line with the project specifications. The technical features of the coffee table are detailed below:</p> <ul style="list-style-type: none">- 48 cm diameter top plate- Top surface made of 18 mm melamine-coated chipboard.- Edges finished with 2 mm PVC.- Legs made from 32 mm tube profile with a static paint finish. <p>The price per unit includes all materials and waste, paint, labor, tools, horizontal and vertical transportation, loading and unloading, expenses, contractor profit, and general overhead.</p>	
	

ÖBF-20	MANUFACTURE OF MOBILE PARTITION (80x210 CM DIMENSIONS)
UNIT	PIECE
DETAILED DESCRIPTION	
<p>In line with the project specifications, a frame of 80x210 cm will be constructed using 60x20 mm aluminum profile, with additional 206 cm high profiles placed at 6 cm intervals to create the partition. Two mobile feet with wheels will be attached. The unit price includes all necessary materials, labor, horizontal and vertical transportation, unloading, tools, delivery, contractor's profit, and general overheads required for production and assembly according to the project specifications.</p>	
	

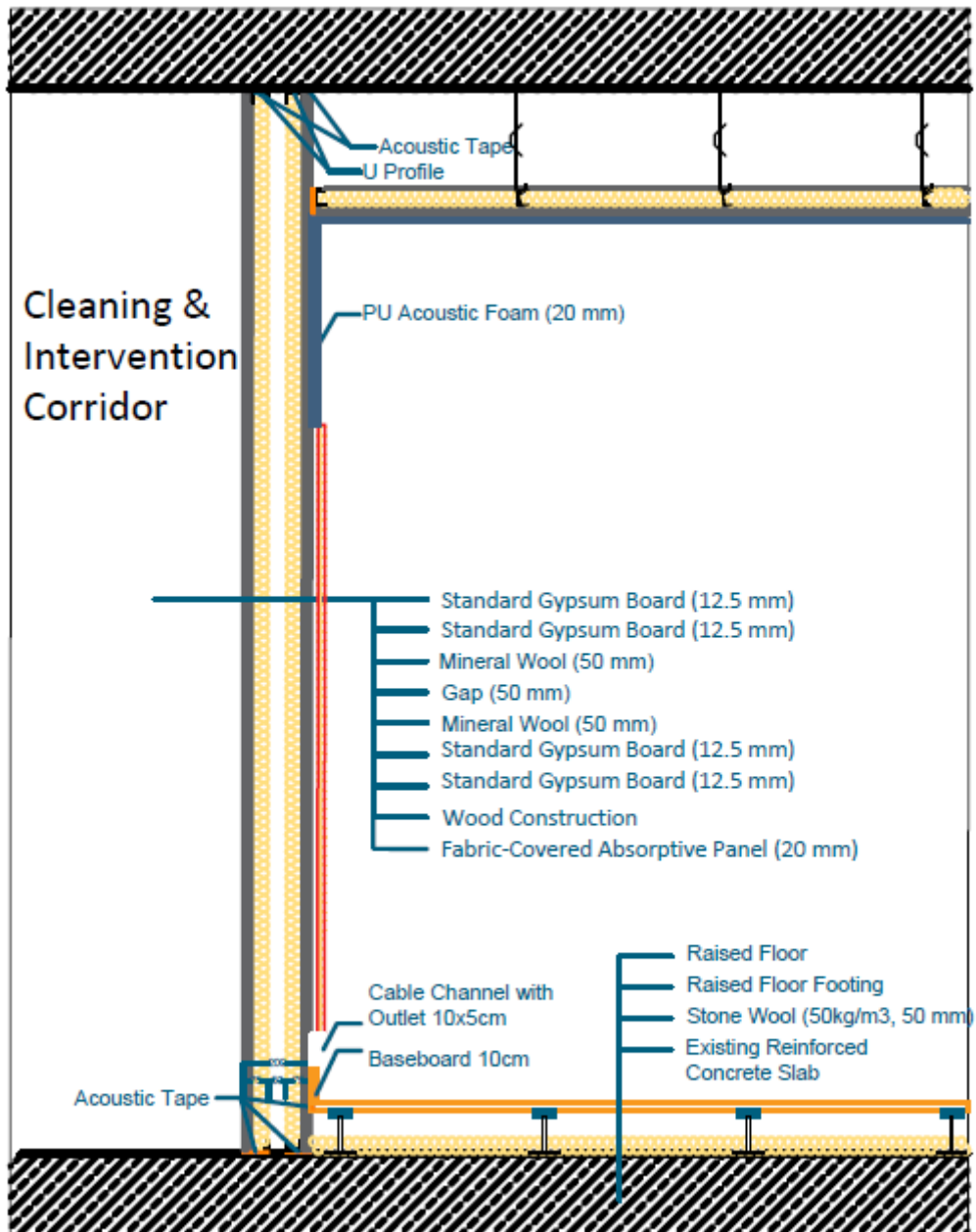
C. Acoustic Detail Visuals



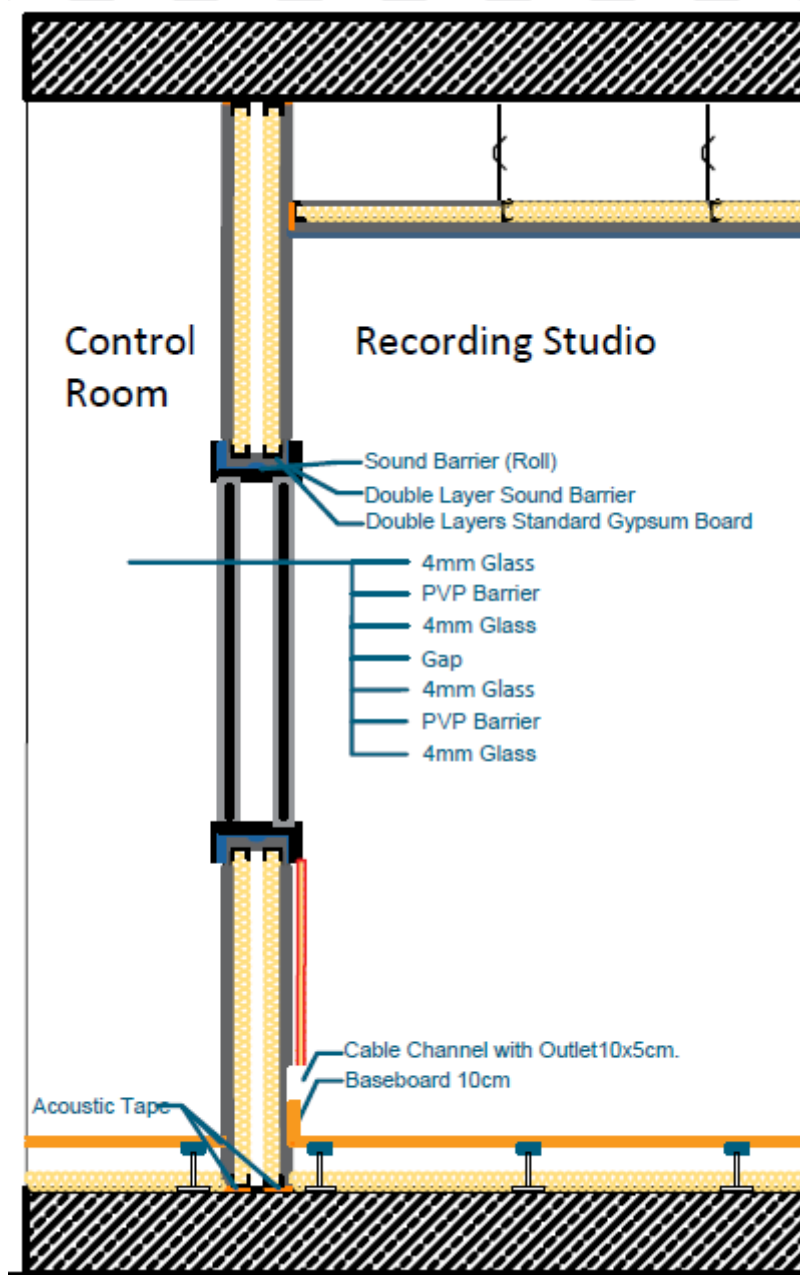
Partition Wall and Raised Floor Detail-1



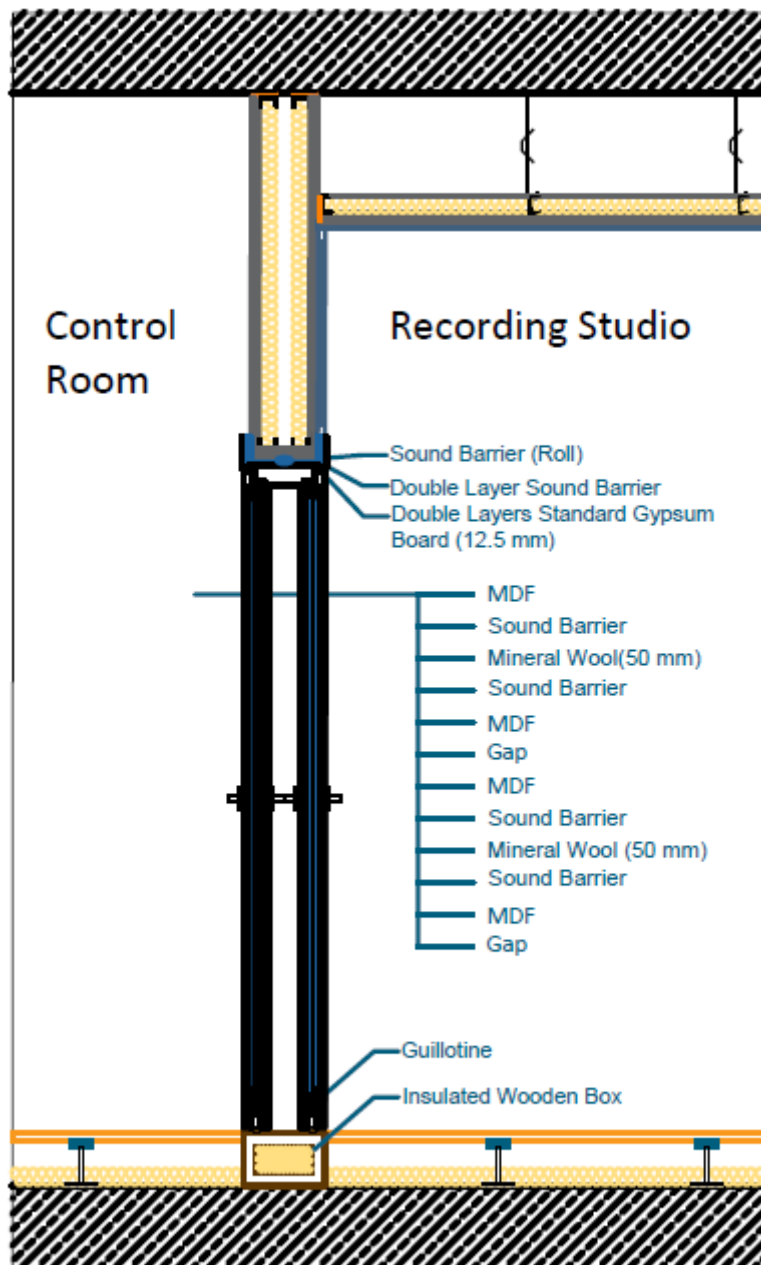
Partition Wall and Raised Floor Detail-2



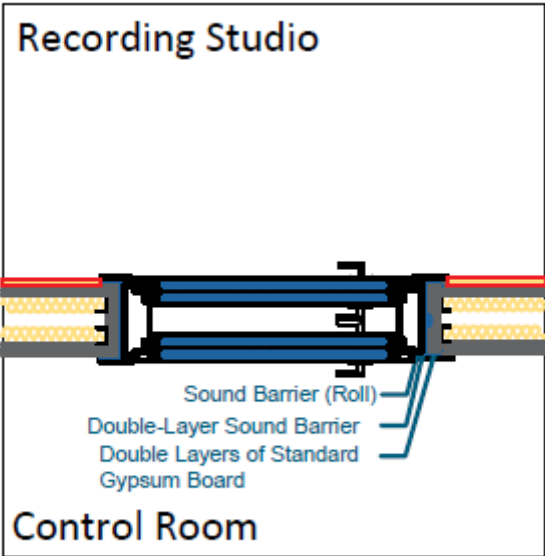
Partition Wall and Raised Floor Detail-3



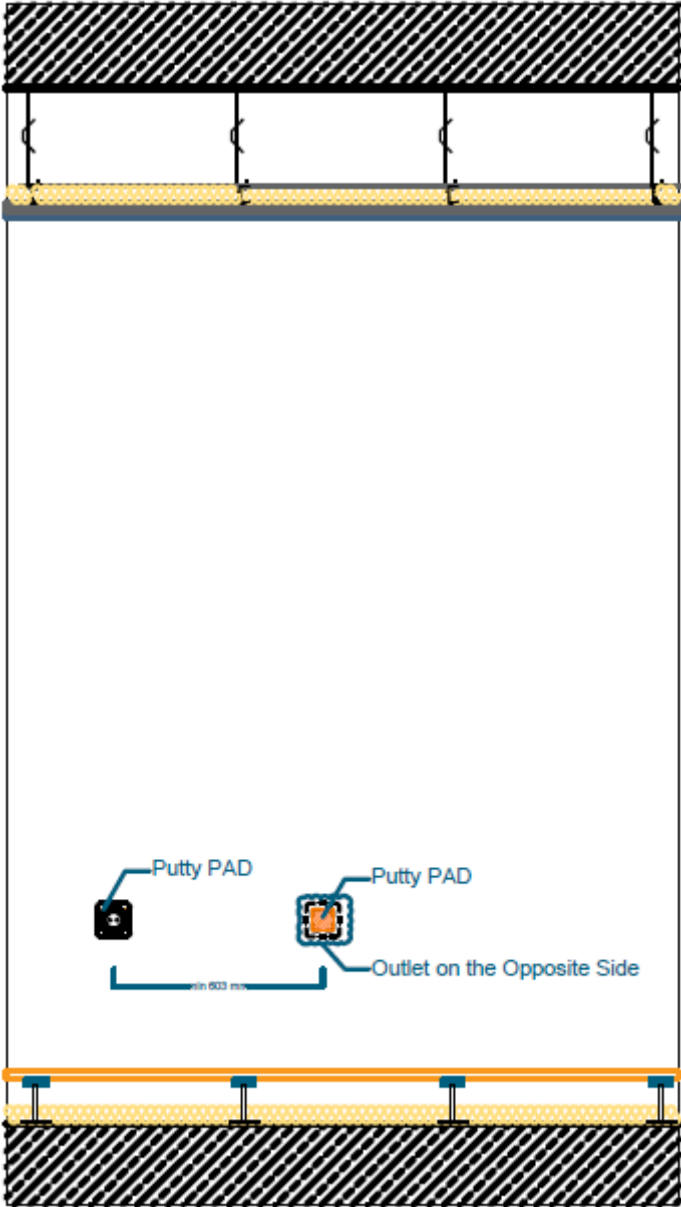
Glass Partition Section



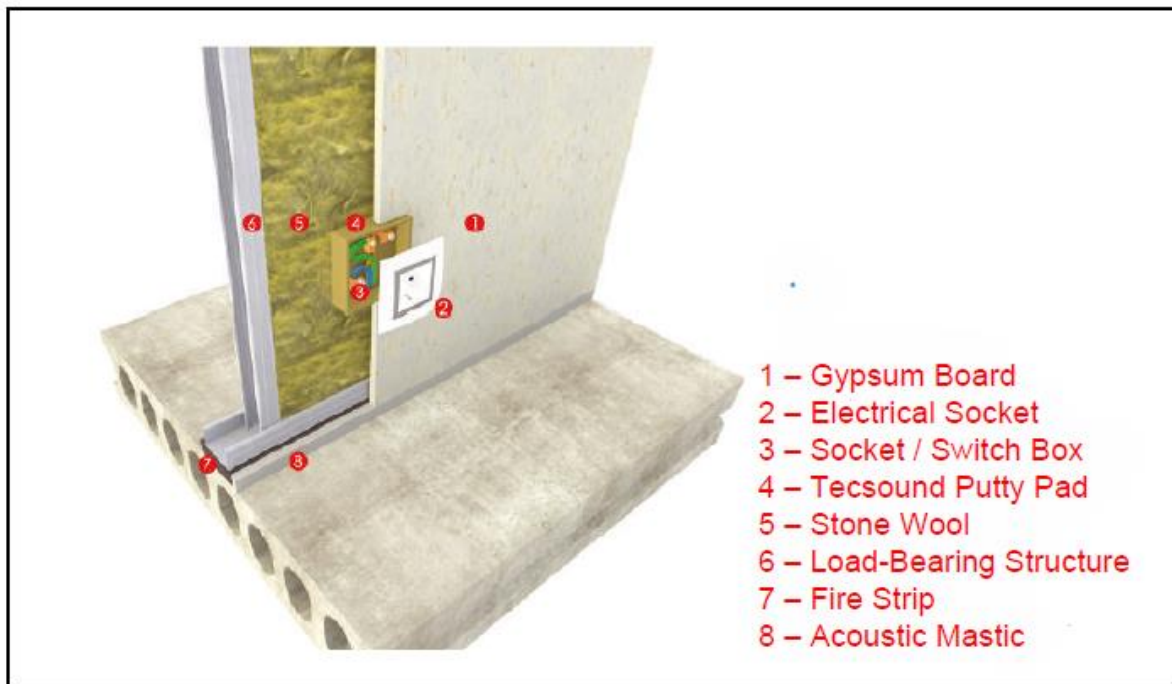
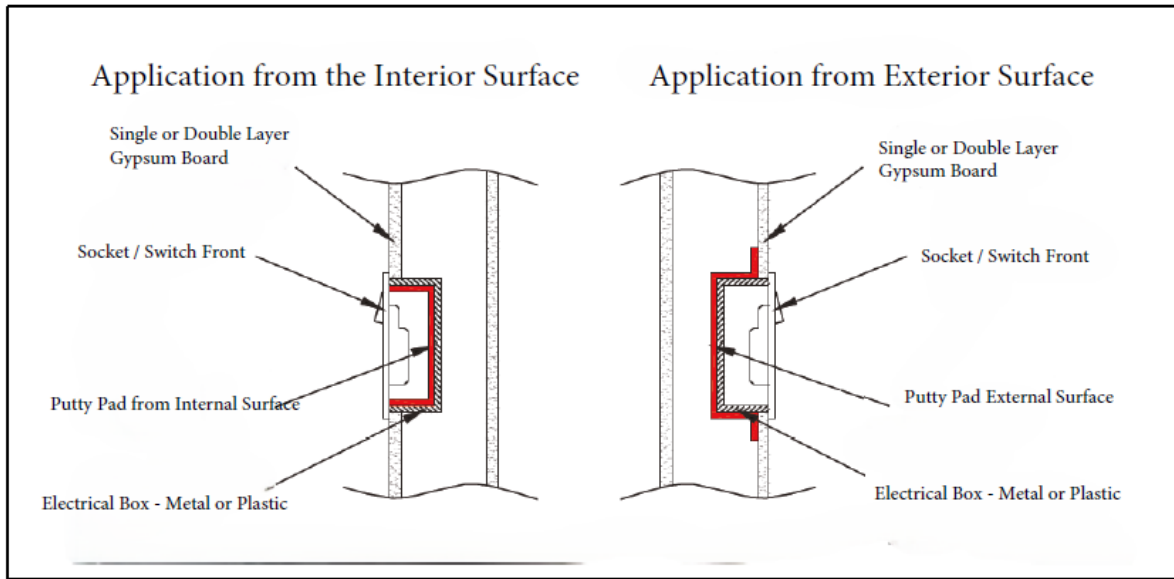
Door Section



Door Plan



Outlet Placement View



RFP-TURA-2025-09-LRPS-9196259

D. Evaluation of the bids

All bids are subject to preliminary evaluation, technical evaluation and financial evaluation. Preliminary and technical compliances are the must for the financial evaluation.

D1. Preliminary Evaluation

Bidders must provide the required documents as per the administrative checklist for Preliminary Evaluation. Only bids with preliminary compliance will be evaluated technically.

Administrative Checklist

#	Required Documents
1	Signed Bid Form or Tender Document or RFP including UNICEF's General Terms of Reference.
2	The company's UN Global Marketplace (UNGM) registration number. The bidders are requested to register for, at the very latest, Basic and Level 1 stages. For registration and instructions on how to, bidders are advised to refer to the UNGM website (mandatory): https://www.ungm.org/Account/Registration
3	The financial proposal or BoQ is submitted in TRY currency
4	Any proposed implementation plan longer than 5 months will be considered ineligible.
5	Complete copy of your latest audited financial statements with comparative figures for the last 2 years, preferably signed by your company's accounting firm/ certified external auditor. The financial statements are to include the balance sheet and income statement / profit and loss statement (mandatory). <ul style="list-style-type: none"> • Balance sheet (mandatory) • Income statement/ Profit and Loss Statement (mandatory) • Statement of cash flows (if available) • Statement of changes in shareholders' equity (if available) • The report from the external auditor (if available) • Notes to the financial statements (if available)
6	Legal Registration in Turkey
7	Authorized Signature List
8	In case of Consortium/Joint venture, provide Consortium/Joint venture documents (agreement document, chart of collaboration, organization scheme)
9	Relevant project completion - total amount should not be less than USD 1,000,000 in the last 5 years

10	Quality Management System Certificate
11	Environment Management System Certificate
12	Occupational Health and Safety Certificate
13	Quality of Manufacturing or Quality of Service Certificate
14	The proposal must be received before the RFP Closing Date and Time
15	Submit the technical proposal and financial proposal separately (in two separate emails).

D.2. Technical Evaluation

The Technical Proposal was allocated a total possible score of 70 points. Technical Proposals receiving 49 points or higher will be considered technically responsive, and the Price Proposal will be opened. Proposals which are considered not technically compliant and non-responsive will not be given further consideration.

The evaluation and award criteria for this bidding comprise a Cumulative Analysis evaluation (point system with weight attribution). The weighting ratio between the technical and financial proposals will be 70:30. The respective importance of technical and financial scores will be weighted as 70% and 30%.

EVALUATION CATEGORY	CRITERIA	MAX POINTS	WEIGHT (%)
1. Supplier Profile	1.1. Relevant experience of the company in the last 10 years (*provide evidence for completion of 3 large scale projects similar to the current one)	12	17.14%
	1.2. Ability to work within the specified provinces (Ankara, İstanbul, İzmir, Mersin, Gaziantep, Erzurum, Rize)	3	4.29%
	1.3. Demonstrated experience successfully working with government and/or international multiple stakeholders (*provide evidence for experience working with multiple stakeholders through at least one project)	3	4.29%
2. Quality of the Proposal	2.1. Relevance of the proposal [e.g., Does it address all requirements for Work Items— A1. Floor Coverings, A2. Baseboards, A3. Wall Coverings, A4. Ceiling Finishes, A5. Lighting Elements, A6. Soundproof Joinery Elements, A7. Aluminum Door Elements, A8. Electrical Works (Design and Application)]	15	21.43%
	2.2. Signed statement confirming technical compliance (e.g., alignment with technical standards for all materials and finishes noted in the ToR)	12	17.14%

	2.3. Quality and feasibility of the implementation plan	3	4.29%
3. Procurement of Interior Furniture	3.1. Evaluation against furniture specifications noted in the ToR [Overall compliance of furniture proposals against the list under (B1) Seating Group and Comfort Products (B2) Table and Workspace Equipment (B3) Chairs and Seating Arrangements (B4) Cabinets and Storage Units (B5) Other Furniture]	18	25.71%
4. Risk Mitigation	4.1. Signed statement confirming compliance with Defects Liability Period (DLP) (minimum 6 months)	2	2.86%
	4.2. Risk management strategy outlining the possible risks and challenges anticipated and proposed solutions (e.g., ability to address project risks such as delays, quality, etc.)	2	2.86%
TOTAL		70	100%