

**CALL FOR A CONSTRUCTION TENDER AT THE FOLLOWING TRADE FAIR:
EMERGE 2026**

The Trade Commission of the Consulate-General of Spain in Miami on behalf of ICEX SPAIN TRADE AND INVESTMENT, E.P.E. (hereinafter, ICEX), hereby convenes a tender for the construction, assembly, maintenance and dismantling works of the Spain Pavilion at the following International Trade Fair:

Trade Fair	Date	Venue	Estimated surface
EMERGE 2026	From 23 to 24 April 2026	Miami Beach Convention Center	600 sqft

Tender bidding specifications (VAT excluded). If due to the nationality of the company, taxes associated with the execution of this contract are not applicable, please indicate expressly in the tender (Document 3).

ICEX is a Spanish institution based in Spain for all purposes. ICEX will evaluate the tenders based on the offered prices, excluding VAT. All tenders must be submitted in USD excluding VAT (taxes must be clearly described and separated).

Estimated surface: 600 sqft.

The price offered shall be a maximum of **118 USD/sqft**; VAT excluded.

The price tendered by the bidding company for the estimate **600 sqft** of the net surface of the Pavilion may not exceed **70,800 USD (118 USD/sqft x 600 sqft)**, VAT excluded. Any quotation exceeding this amount will be dismissed.

The above total amount (**70,800 USD**) has been calculated based on the occupancy estimation. The final price to be paid to the Awardee will reflect the number of square feet of booths eventually built.

2Submission: Companies wishing to participate must send the documentation exclusively in digital format (PDF), ONLY to tenders@icex.es no later than **March 10th, 2026, at 23:00 PM. (Miami Time)**. Proposals not submitted by the deadline will be automatically excluded.

Miami, on the date shown by signature.

ICEX's Board of Directors
By Delegation (Resolution of 5 March 2025
BOE [Official State Gazette] n°. 67 of 19 March 2025

Javier Maria Yraola Burgos
Chief Economic and Commercial Counsellor
Economic and Commercial Office of Spain in Miami

BIDDING SPECIFICATIONS GOVERNING THIS TENDER

SECTION A- GENERAL TERMS AND CONDITIONS

FIRST- Object

The object of this tender is the selection of a Contractor (the Awardee) to execute the construction, assembly, maintenance and dismantling works for EMERGE 2026, aiming at the best price–quality ratio. ICEX is entitled to award the tender to that construction company which, at its sole judgement and pursuant to the offer submitted, provides the best terms.

Trade Fair	Date	Venue	Estimated surface
EMERGE 2026	From 23 to 24 April 2026	Miami Beach Convention Center	600 sqft

If the trade fair organization decides to move the date of the show to a new date in 2026, postpone its celebration to 2027, or even cancel 2026 edition so that the show would be held in 2027, it will be understood that the established agreement between the successful Awardee of the tender and ICEX will be valid for the decoration of the Spain Pavilion at the EMERGE 2026 on those new dates. Consequently, after signing the contract, the Awardee will not start any production work until ICEX gives the appropriate instructions once the definitive fair dates have been set. These instructions will be given sufficiently in advance so that all the works can be accomplished.

SECOND. - Award Procedure

The selection of the Awardee shall be conducted, pursuant to ICEX internal regulations and following objective criteria and weighted values:

CRITERIA	MÁX. POINTS
<u>DOCUMENT 3: ECONOMIC OFFER AND AUTOMATIC CRITERIA</u>	30
C.1. Economic Offer /Budget (Economic Offer /Budget <u>must be in Document 3</u>).	30
Most economic offer: maximum score. Rest of the offers: formula to be applied: “points per offer = (most economic offer price / each offer price) X maximum score per criteria”	MAX: 30
<u>DOCUMENT 2: CRITERIA TO BE EVALUATED BY MEANS OF A VALUE JUDGMENT</u>	70
C.2. Understanding of the design (Criterion to be evaluated by means of a value judgment <u>must be in Document 2</u>)	8
<ul style="list-style-type: none"> Correct comprehension of the project based on layouts and views provided by the bidder. (<u>max.8 points</u>) 	MAX: 8

C.3. Quality of materials proposed. (Criterion to be evaluated by means of a value judgment must be in Document 2) Degree of compliance with tender specifications of all the main elements of the project, based on the samples, pictures, descriptions and construction details provided by the bidder.		60
1. FLOORING: <ul style="list-style-type: none"> • Good-quality platform finishing, ensuring a neat and attractive appearance (<u>max.2 points</u>) • The perimeter trim of the platform shall be coordinated with the floor finish (<u>max. 2 points</u>). 	MAX: 4	
2. WALLS: <ul style="list-style-type: none"> •Quality of materials and finishes in walls/tower and consistency with tender specifications. (<u>max. 4 points</u>) •Thin-wall structural optimization for maximum tower height (<u>max. 4 points</u>) 	MAX: 8	
3. FURNITURE: <ul style="list-style-type: none"> • Good quality of colorful poufs, evaluated through diversity of colors with photographs/ catalogue (<u>max. 5 points</u>) •Originality of the reception desk design (geometry/materiality consistent with the Spain Pavilion identity) including red color as a dominant visible element (front or top surface). (<u>max. 3 points</u>) • Good quality of the benches, evaluated through construction details/drawings or photographs (<u>max. 3 points</u>) •Good quality of the tables, evaluated through construction details/drawings or photographs (<u>max. 3 points</u>) 	MAX: 14	
4. SIGNAGE: <ul style="list-style-type: none"> • Volumetric 3D “SPAIN” letters with integrated illumination (front or halo) and concealed fixings for a clean appearance. (<u>max. 6 points</u>) 	MAX: 6	
5. GRAPHICS: <ul style="list-style-type: none"> • Good quality of graphics in ICEX area (counter back wall, QR code, side wall graphics) (<u>max. 2 points</u>) • Good quality of graphics in working area (meeting desk) (max. 2 points) 	MAX: 4	
6. AUDIOVISUAL: <ul style="list-style-type: none"> • Evaluation of whether the proposal provides a clear description of the equipment and fully matches the requested models, quantities, and features. The supplier must include detailed specifications confirming that all audiovisual components comply with the required standards. (<u>max. 6 points</u>) • Assessment of the supplier’s commitment to providing a qualified technician on-site throughout all exhibition days. The proposal must clearly indicate the technician’s availability to troubleshoot any issues and ensure the proper functioning of all equipment. (<u>max. 6 points</u>) 	MAX: 12	

<p>7. ELECTRICITY AND LIGHTING:</p> <ul style="list-style-type: none"> • Good planning of the lighting, valued through plans or diagrams showing the number of light points, types of light, and where they are to be placed (<u>max. 2 points</u>) • Good planning of the electrical outlets, valued through plans or diagrams (<u>max. 2 points</u>) • As an alternative to the articulated arm spotlight, quality proposals that aesthetically integrate the lighting into the top part of the table will be positively valued (<u>max. 8 points</u>) 	MAX: 12	
<p>C.4. CLEANING (Criterion to be evaluated by means of a value judgment, must be included in Document 2)</p>		1
<ul style="list-style-type: none"> • Clear planning of cleaning tasks: timely execution, sufficient and properly trained staff, provision of a small cleaning kit for each exhibitor to allow last-minute touch-ups (<u>max. 1 point</u>) 	MAX: 1	
<p>C.5. ENVIRONMENTAL CRITERIA. (Criterion to be evaluated by means of a value judgment must be in Document 2)</p>		1
<ul style="list-style-type: none"> • Use of recyclable and eco-friendly materials. Assessment of whether the proposal describes the use of recyclable, environmentally friendly materials and the elimination of single-use materials. This includes certified timber or forestry products from sustainably managed forests, eco-labelled products or equivalent quality marks, and materials derived from recycling processes. (<u>max. 0.5 point</u>) • Waste management policy. Evaluation of the proposal's waste policy for deteriorated materials no longer usable in the fairs covered by this tender. This includes measures for reuse, recycling, disposal, and actions aimed at reducing waste generation and maximizing recycling. (<u>max. 0.5 point</u>) 	MAX: 1	
TOTAL		100

Responses for C2 to C5, both inclusive (Document 2) will be scored as follows:

0% of allocated points	Not enough information
25% of allocated points	Almost adequate
50% of allocated points	Adequate
75% of allocated points	Very Good
100% of allocated points	Excellent

The proposals that do not reach at least 50% of points (35 points) from section C.2. to C.5. will be automatically excluded.

Tiebreaker Criteria.

In the event of a tie in the score obtained by two or more bidders, it will be resolved by applying the social criteria indicated below, in order and referring to the end of the proposal submission period. The supporting documentation of the tiebreaker criteria referred to in this clause will be provided by the bidders at the time the tie occurs, and not beforehand.

- Greater percentage of workers with disabilities or in a situation of social exclusion in the workforce of each of the companies, prioritizing in case of equality, the greater number of

permanent workers with disabilities in the workforce, or the greater number of workers included in workforce.

- Lower percentage of temporary contracts in the workforce of each of the companies.
- Greater percentage of women employed in the workforce of each of the companies.
- The tie if the application of the previous criteria had not given rise to a tiebreaker.

ICEX reserves the right to collect information on any incomplete aspects or questions that may arise from the bids submitted by the participating companies. Participating companies must correct the defects by the deadline indicated in each case.

Every company taking part in the tender shall receive appropriate notice on whether ICEX has decided to award them the Contract or otherwise.

ICEX may consider that no bidders qualify for the award of the tender if following the bids and documents submitted these do not comply with minimum requirements like solvency of the Contractor, the technical project, its suitability, or the prices quoted.

ICEX reserves the right to revoke the award at any time if the winning bidder fails to fulfil any of the requirements in the Call for Bids and the General Terms and Conditions governing the tender.

The bidder with the highest score will be informed of the award as soon as possible.

THIRD. - Award sum

The offered price by the bidders must include all costs associated with the construction of the pavilion and any services required within the Fair for Contract execution. No supplementary or additional charges will be accepted

The offered price shall include, among others, all expenses even those regarding fluctuations in exchange rates and cannot be modified during the period of the contract and, if applicable, its extension, unless express Contract thereon by the Parties.

The price tendered for net surface may not exceed **SEVENTY THOUSAND EIGHT HUNDRED US DOLLARS (70,800 USD)** – 118 USD/sqft x 600 sqft VAT excluded. **Any quotation exceeding this amount will be dismissed.**

This is an estimated cost; if the sqft or pavilion elements vary, the cost will vary according to the price per Sqft. The price per Sqft specified in the tender, may not be varied or amended in any way by the Awardee, during the contract period unless expressly agreed by the Parties.

The price per sqft must include all works regarding construction, assembly, provision and connections of additional mechanisms and devices necessary to make all the equipment work, (including those rented by the exhibitors such as refrigerated displays, audiovisuals, etc.), maintenance and disassembly of the Spain Pavilion, as well as all expenses arising from transport to/from the venue materials handling within the fair, warehousing, rigging if required, and any services required within the fair to execute the contract.

The price must include:

- **Set up, maintenance and dismantling labours**, supervisor labours, Truckage charges, disposal costs, management fees, or the production and hanging labour (installation and dismantling) of all the hanging elements if required.
- **Riggings** if required

- **Disposal of Waste.** The wastes from the exhibition, used materials, and all other wastes in and around the booth shall be removed by the Awardee (Construction and exhibitors wastes). The expenses for the disposal work shall be borne by the Awardee. This cost will be included in the tender price.
- **Water Supply and Drainage Facilities.** All piping works shall be borne by the Awardee.
- **Cleaning** of the Pavilion during assembly and dismantling periods.
- **Civil liability insurance** that covers any claims filed following personal or property damages or losses suffered by workers, exhibitors, visitors, or any other person during, or consequently, of the assembly, dressing or dismantling of the Pavilion.
- **Handling charges/drayage**
- **Electricity and Power supply.** All electrical and pipe installations work from source of supply at the exhibition (even if these works must be carried out solely by the Organiser's official Contractor). Additional connections and secondary wiring works shall be borne by the Awardee.
- **Audio Equipment**

No additional extra costs will be accepted under any circumstances.

The price does not include:

- **Wi-Fi** service for the entire Pavilion.

FOURTH. – Estimated Contract Value

The estimated value includes the base contract, four (4) possible extensions (the following four editions of the fair) and modifications. The estimated total contract value is **THREE HUNDRED SIXTY-EIGHT THOUSAND ONE HUNDRED SIXTY US DOLLARS (368,160 USD) excluding VAT**, which includes the following amounts:

- **Main contract maximum budget:** 70,800 UDS
- **First extension maximum budget:** 70,800 UDS
- **Second extension maximum budget:** 70,800 UDS
- **Third extension maximum budget:** 70,800 UDS
- **Fourth extension maximum budget:** 70,800 UDS
- **Modifications (max. 20%):** 14,160 UDS

FIFTH. - Price and payment arrangement

The total price will be paid, following submission of the appropriate invoice, in the terms that ICEX and the Awardee agree.

ICEX will satisfy the amount specified in the tender for the main contract in instalments. The first instalment in USD of 50% will be paid upon contract signing and Contractor's presentation of the corresponding invoice.

The second instalment corresponding to the remaining 50% of the total price agreed will be paid within thirty (30) days after the conclusion of the fair upon presentation of the corresponding invoice, issued in

USD, once the penalties, if any, have been deducted and it has been verified that the Contractor has fully complied with each and every obligation set forth herein, in particular, those concerning the dismantling of the Pavilion and ICEX's officer at the Tradeshow has given his prior approval to the works done.

Administrative requirements for billing- Invoicing details:

- All invoices must be billed to:
ICEX España Exportación e Inversiones, E.P.E. (ICEX Spain Trade and Investment, E.P.E.)
Paseo de la Castellana 278
E-28046 Madrid (Spain)
VAT number: ES Q2891001F (ICEX is VAT registered in Spain)
- And dispatched to:
ICEX España Exportación e Inversiones, E.P.E.
Economic and Commercial Office in Miami
Trade Commission of Spain 2655,
Le Jeune Road Suite 1114 Coral Gables - Florida, 33134

If the successful bidder is a Spanish entity, payment must be made to ICEX Spain Trade and Investment, E.P.E. and not to the Economic and Commercial Office of Spain in Miami. The currency of the payment will be USD regardless of the currency stated in these specifications, on the basis of the official exchange rate of the date of the contract award published in BOE (Official State Gazette).

If the Tradeshow is not held, or the Pavilion is cancelled, ICEX shall solely satisfy the expenses incurred by the Contractor as from the date of award of this contract (and in connection with the same) until the date of formal notice of this circumstance by ICEX. In order to be reimbursed, the Contractor shall previously submit all documentary invoices of the expenses incurred up to that date. In the same way, the Contractor shall reimburse ICEX the amount advanced of the expenses not incurred.

SIXTH. - Procedure

This briefing will be circulated to multiple companies and be published on the website of the Spanish Economic and Commercial Office in Miami ([link](#)) and also on ICEX's web ([link](#)).

The Companies interested in bidding may contact ICEX (tenders@icex.es) with any questions regarding this brief up to March 4th, at 2 PM Miami local time.

Please note that any expenditure incurred by candidate companies in the preparation of the proposals presentation and quotes will be at the expense of those companies involved. Submission of the offer will not generate any fees or reimbursement of any type of expenses.

Submission of an offer and participation in this tender implies the company expresses acceptance of all the points contained in this briefing.

The proposal needs to be sent via email to tenders@icex.es no later than March 9th, 2026, at 23:00 PM Miami Time. Otherwise, the rulings of the bidding process oblige to exclude your entity from continuing in the procedure. All files should not exceed 4mb in size if sent as attachment; if files are larger, use a verified file transfer service. The proposal must be presented in English, in electronic format as a pdf file and, where appropriate, an Excel file may be used for numbers.

ICEX Legal Services will review the documentation submitted to ensure that they comply with the requirements of this tender.

After verifying compliance with the company requirements (see Document 1), the technical offer (work proposal see Document 2) will be reviewed and evaluated. Once the evaluation scores have been assigned to the technical proposal, the economic offer (Document 3) will be opened and evaluated. **The price contained in the economic offer will not be known until that moment.**

A decision will be made within an estimated period of four (4) weeks from the published proposal due date. The decision will be officially notified via email, to enable the selected company to begin work promptly.

Proposals not submitted within the deadline will be excluded.

Non-compliance with any of the requirements established in the present briefing will result in the disqualification of the company concerned.

IMPORTANT: Proposal submission must be divided into three (3) separate documents with their annexes detailed as follows:

All the documentation shall be submitted only in ELECTRONIC FORMAT.

- **Document 1: LEGAL DOCUMENTATION TO BE SUBMITTED**

The Tenders shall provide detailed information about their companies with reference to the following items:

- Legal status, structure, size (turnover, number of employees).
- All competing bidders will be required to provide a solvency report in order to prove that the annual volume of business, referred to the best exercise within the last three available depending on the dates of constitution or start of activities of the bidder and submission of offers, is equal to or greater than 70,800 USD VAT excluded.
- Mention of other construction projects in trade fairs in which they have been involved in the last three (3) years, with special skills on construction projects for National Pavilion at Trade Fairs.
- As well as a Letter of acceptance signed by a legal representative of the company whereby, they accept each and every term and condition set out in this Call for a Tender and its Bidding Specifications. (See Annex 5)

- **Document 2: TECHNICAL DOCUMENTATION TO BE SUBMITTED**

The bidder must include the information that will enable the bids to be evaluated through the value judgment criteria.

- Plans and views, prepared by the bidding company, to demonstrate proper understanding of the project.
- Construction details, drawings, diagrams or photos that allow the evaluation of the technical resolution of the different elements of the project.

The information provide in Document 2 does not clash with the information required in Document 3. The tenderer must avoid introducing in Document 2 any reference with the prices. otherwise, the proposal will be automatically excluded.

➤ Only this information prepared by the bidders included in Document 2 will be used to evaluate the criteria set forth in this tender.

- **Document 3: ECONOMIC PROPOSAL**

Documentation to be submitted by the bidders: **Only the price per square meter with taxes clearly separated** (please use excel file Annex 3 “Economic offer”)

Economic proposal must be in US DOLLAR (USD).

ICEX will evaluate tenders based on the offered prices, excluding VAT.

Proposals exceeding the maximum available budget of 70,800 USD – 118 USD/sqft x 600 sqft. VAT excluded, will not be considered.

DOCUMENTATION EVIDENCING BENEFICIAL OWNERSHIP (projects financed by the Recovery, Transformation and Resilience Plan).

In addition to the documentation to be included in the bid, the contracting body will request documentation evidencing the beneficial ownership of the tendering companies in the event that a black flag is detected by the ‘MINERVA’ tool, as regulated for this purpose in ORDER HFP/55/2023, of 24 January, on systematic analysis of the risk associated with conflicts of interest in the procedures implementing the Recovery, Transformation and Resilience Plan (PRTR).

All competing companies must provide this information in the form of a document providing proof of beneficial ownership, issued by the competent body in the relevant foreign country. The information will be stored in accordance with the regulations on the protection of personal data.

In addition to this document, bidders must complete all requested data in **Annex 6**.

Failure on the part of the tendering companies to submit documentation evidencing their beneficial ownership, in the manner and by the deadline indicated in the request made by the contracting body before the tenders are evaluated will be grounds for exclusion from this procedure.

Annex 3 Economic Offer duly fulfilled.

Annex 6 Documentation evidencing beneficial ownership duly fulfilled

SEVENTH. -Entering into an Agreement

The legal relationship between the successful Awardee of the tender and ICEX shall be recorded following the execution of a Contract. Prior the signing of this Contract, the Awardee must submit, within the terms established, the documentation foreseen in the schedule of these specifications (**Annex 1** and **Annex 2** only for the Awardee).

EIGHTH. – Procurement Board

Appointed members of the Procurement Board for purposes of this tender will be:

President	José María Blasco Ruíz	Executive Director of Growth and Competitiveness
Substitute	Blanca Fernández Barjau	Director Promotion Tools in Foreign Markets
Member	Mercedes Rosillo Otaño	Creative Industries Department Manager Trade Commission of Spain in Miami
Substitute	Rocamador Rubio Gómez	Tile, Natural Stone, Building Materials and Habitat Department Manager Trade Commission of Spain in Miami
Member	Carmen García-Cervigón Prieto	Deputy Director Promotion Tools in Foreign Markets
Substitute	Adela Giménez Delgado	Deputy Director for Growth and Competitiveness

Member	Diana Vázquez Caneda	Head of Department for Spanish Pavilions
Substitute	Ignacio García Arroyo	Member of the Spain Pavilions Department
Secretary	Pedro Patiño Segura	Head of Procurement Department
Substitute	M ^a Elena Menéndez Fombona	Member of the Procurement Department

NINTH. - Extension of the contract

In order to uphold the institutional image of Spain at International Trade Shows or Fairs, ICEX hereby reserves the right to extend the contract signed with the Awardee for a maximum of the following four (4) editions of the Trade Fair regardless the date of execution without convening a new tender. The general terms and conditions of the Bidding Specifications governing this Tender shall apply to the extension.

TENTH. – Modification of the contract

Once the contract has been formalized, the modifications considered necessary for its correct execution may be agreed, as long as they do not alter the global nature of the initial contract or imply a substantial modification. For these purposes, those whose cost implies a variation in the contract price of more than 20% will be considered a substantial modification.

- Possible changes in the contract price may be due to a change in the fair location or to new functionalities in the program of needs and / or equipment of the stand, the inclusion of elements that reinforce the signage, which it may be necessary to introduce in this or the next four (4) editions of this fair if the contract is extended.

In this case, the successful tenderer will provide in writing, at the request of ICEX, the technical, economic and other conditions, before carrying out any modification to the contract. The modification must be previously approved by ICEX and formalized in the corresponding contract.

ELEVENTH. - Force Majeure or restrictions imposed by the Fair Ground Authorities

The successful Awardee of the tender and ICEX will not be responsible for the damages and losses caused to the other party for delays or breaches of the contract that bring their cause in cases of *force majeure* or restrictions imposed by the Fair Ground Authorities. The duties of this contract will be considered suspended while the situation of *force majeure* or trade fair restriction lasts, and the parties will try to reach an agreement in good faith that benefits their respective interests as much as possible. In any case, the party that has knowledge of these facts must inform the other as soon as possible so that said duties are suspended or that the measures deemed appropriate are adopted. If the cause of *Force Majeure* or trade fair restriction extends in time until 2027, either party will be entitled to request the termination of the contract without having to indemnify the other party for it.

TWELFTH. - Cancellation or postponement of the fair

In the event that the Tradeshow is not held in 2026 or 2027, or the Pavilion is cancelled in 2026 and 2027, ICEX shall solely satisfy the expenses incurred by the Contractor as from the date of award of this contract (and in connection with the same) until the date of formal notice of this circumstance by ICEX. In order to be reimbursed, the Contractor shall previously submit all documentary invoices of the

expenses incurred up to that date. In the same way, the Contractor shall reimburse ICEx the amount advanced of the expenses not incurred.

THIRTEENTH. -Execution of the contract

ICEx Project Manager is ultimately responsible for setting up the Pavilion. In the absence thereof, the Coordinator or Manager of the Spain Pavilion will have ultimate responsibility. Any specific requests made by the exhibiting companies shall be responded to after consulting Project Management. The successful bidder shall not, under any circumstances, respond directly to oral requests, which must be addressed to: miami@comercio.mineco.es

All construction, assembly and dismantling work, in connection with the Pavilion, must be completed twelve (12) hours before the trade fair opening at latest, except in the event of force majeure or restrictions imposed by the fairground authorities. The last day of such works shall be devoted to cleaning tasks in general and attention to stands. The pavilion must be completely clean one (1) hour before the trade fair opening.

All works must comply with the technical specifications set out in **Section B – Technical Specifications**, using adequate materials/furniture and finish; faulty or low-quality materials shall not be acceptable.

The Awardee is likewise obliged to dismantle the stands within the term and provisions contemplated in the regulations of the enclosure, as well to the instructions given by ICEx or its representatives at the trade fair.

FOURTEENTH. - Obligations of the Contractor

The Contractor shall be responsible for compliance of all technical regulations established by the Trade Fair Regulations, and to submit them layouts needed for approval as well as for the payment of the deposits asked by Organisers to allow the works at Exhibition Hall that have to be included in the Tender price.

The Contractor shall avail itself of the necessary human and technical resources in order to meet its obligations. In the event that the Contractor subcontracts any of the works herein assigned to the latter, only the Contractor shall be held liable to ICEx, without recourse to the subcontracting company.

Likewise, the provisioning of services and obtaining the necessary permits and authorisations and insurance required to undertake the construction, assembly and dismantling works concerning the Pavilion shall be fully met by the Contractor. In any event, the Awardee must take out a civil liability insurance which covers any claims filed following personal or property damages or losses suffered by workers, exhibitors, visitors or any other person during, or as a consequence, of the construction, assembly or dismantling of the Pavilion. All costs arising from these items must be included in tenderer's price offer submitted.

The Contractor hereby undertakes that throughout the assembly process of the Pavilion; it shall appoint a person vested with sufficient capacity to order the changes which may be required following unforeseen or uncomfortable circumstances during the assembly process.

The Contractor shall likewise provide ICEx with the number of workers required in order to help the exhibitors during the afternoon previous to the Trade Fair opening and the morning in which the Trade Fair has been inaugurated and at least two (2) members of its "in-house" personnel to ensure "on-site" proper maintenance of the Pavilion throughout the Tradeshow.

ICEx is entitled to amend or cancel specific items and in that event the Contractor shall be notified of

the foregoing sufficiently in advance.

FIFTEENTH. – Subcontracting

The Contractor will not be allowed to subcontract any of the works assigned hereof, unless ICEX previous authorization. In that event, exclusively the Contractor will be held liable before ICEX for the works or omissions of the subcontracted company.

SIXTEENTH. - Ownership of the designs

All designs used in the Spain Pavilion are the proprietary ownership of the ICEX, and may not be reproduced, copied or used by the Contractor for any other clients or projects.

SEVENTEENTH. - Health and Safety at Work

The Awardee shall be responsible for compliance of all industrial, health and safety regulations established by the legislation of the country in which the Trade Fair is held and by the Regulations of the Enclosure.

EIGHTEENTH. – Penalties

18.1 Assembly

ICEX may impose penalties following an inadequate or poor finish, the use of faulty or badly preserved materials, and in general, for any assembly deficiencies. Such penalties shall be reckoned pro rata to the damages caused.

Any delivery delay on the agreed schedule (12 hours before each one of the Trade fair Openings) shall entail a 4% penalty on the total amount of the Contract for each of the first three (3) hours or fraction of an hour, with an additional 10% surcharge from the fourth to the sixth hour. Should the delay exceed six (6) hours, ICEX shall study the appropriate penalty thereon, which in no event shall be more than the result of applying 50% to the total consideration of the Agreement.

In the event that the works are not completed when the opening of the Fair takes place, ICEX may, notwithstanding the penalties foreseen in the foregoing paragraph, claim damages from the Contractor (likewise referred to as the Awardee).

When delay in completion of works is due to any breach of the Trade Fair Regulations, the penalty system abovementioned shall be enforced.

If all the required elements of the stands are not made available to the participants in due time and manner, ICEX is entitled to apply the penalties it deems appropriate, and ICEX reserves the right to lease such elements to third parties.

18.2 Maintenance

ICEX may impose penalties if the execution of the Pavilion maintenance work during the duration of the fair is not carried out properly and within a reasonable period of time to guarantee the normal functioning of the Pavilion; The amount will be set in proportion to the damages caused by the delay and/or poor execution of the work, after hearing the Contractor and by agreement of the contracting authority.

Likewise, ICEX may establish penalties for damages caused during the days of the fair resulting from the use of inappropriate materials, materials not approved by the fair regulations, due to defects in the installation of constituent parts of the stand, which will also be assessed the implications for ICEX or third parties may arise from omissions, errors, inadequate methods or incorrect conclusions in the execution of the contract. The successful bidder must carry out the correction of defective or incorrect work at his own expense. Penalties will be calculated in proportion to the damages caused, after hearing the Contractor and by agreement of the contracting body.

The higher penalties for these concepts will be the following:

- Due to deficiencies in maintenance work during the days of the fair, it may be up to 10% of the contract price.
- Deficiencies in the pavilion, as set out above, that appear during the days of the fair, up to 10% of the contract price.

18.3 Dismantling

ICEX may establish penalties in the event of an inadequate dismantling and withdrawal of the elements used in connection with the decoration of the Pavilion, pursuant to the Fair Grounds Regulations thereon pro rata to the damages caused.

Breach of the dismantling schedule as set out in the Fair Grounds Regulations shall entail the application of a penalty.

Any dismantling delay on the agreed schedule by the Fair Ground Regulations shall entail a 4% penalty on the total amount of the Agreement for the first sixth hour. Should the delay exceed six (6) hours, ICEX shall study the appropriate penalty thereon, which in no event shall be less than 10% of the aggregate consideration for the Contract.

NINETEENTH. – Termination

ICEX is entitled to terminate the Contract following a breach of the Contractor of any of its contractual obligations, in addition to any claim for damages and legal remedies which may be available.

TWENTIETH. - Applicable legislation

Construction works shall be governed by the terms of the contract entered into between the Awardee Contractor company and by the tender specifications, which shall be incorporated to the same, and in default of the above, the Spanish legislation shall be applicable.

TWENTY-FIRST. – Jurisdiction

In order to solve any dispute, disagreement, issue or claim which may arise from the performance or construction of the Contract executed with the successful Awardee of this tender, the matter will be referred to the ordinary Courts. The parties, renouncing the jurisdiction that may correspond, expressly submit to the Courts of Germany.

TWENTY-SECOND. - Recovery and Resilience Facility (RRF)

The present file, promoted by ICEX Spain Trade and Investment, E.P.E. (“ICEX”), aligns with the priorities of national and European economic policies aimed at revitalizing and modernizing the productive fabric.

It is part of the Recovery, Transformation and Resilience Plan (PRTR), financed by the European Union through the Next Generation EU Fund.

The modification of the PRTR through the DANA Addendum, approved by the Council of Ministers by Resolution of September 16th, 2025, and published in the Official State Gazette (BOE) on September 17th, 2025, is not merely a support measure for recovery and resilience in response to natural disasters. It represents a commitment to revitalizing and modernizing the productive fabric, while strengthening the country's capacity to respond to increasingly frequent external shocks, whether natural disasters linked to climate change or economic disruptions arising from international circumstances, such as sudden changes in tariff policies.

Additionally, this Component 32 is supported by the Council Implementing Decision amending the Implementing Decision of July 13, 2021, regarding the approval of the evaluation of Spain's Recovery and Resilience Plan, adopted at the Economic and Financial Affairs Council of the European Union on October 10, 2025.

Within the DANA Addendum, the Recovery, Transformation and Resilience Plan includes, among other initiatives, the strategic program "Business Internationalization Programs," linked to ICEX Spain Trade and Investment's area of competence. The actions under this new component contribute to four of the six pillars of the Recovery and Resilience Facility:

1. A decisive contribution to the green transition
2. Support for the digital transformation of society
3. Promotion of smart, sustainable, and inclusive growth
4. Strengthening of social and territorial cohesion

The new component will finance, with Next Generation EU funds, a series of investments that can be executed before mid-2026, the deadline for the implementation of the Recovery, Transformation and Resilience Plan.

This procurement file is financed by the European Union's Recovery and Resilience Facility, established by Council Regulation (EU) 2020/2094 of December 14 and Regulation (EU) 2021/241 of February 12, 2021, of the European Parliament and the Council, which regulate and approve the European Union Recovery Instrument to support recovery following the COVID-19 crisis, and the Recovery and Resilience Facility (RRF). Specifically, this action falls under Component 32 related to Support for Recovery and Resilience in response to natural disasters, and within it, Investment 05 on the evaluation of support programs for the internationalization of companies in territories affected by the DANA and to address the tariff crisis.

Its financing is expected to be fully covered by appropriations from service 50 "Recovery and Resilience Facility," under the budget of the Ministry of Economy, Trade and Enterprise through corresponding capital transfers from the State Secretariat for Trade to ICEX during fiscal years 2025 and the first half of 2026.

SECTION B - TECHNICAL SPECIFICATIONS

This Section B – Technical Specifications forms an integral part of the Tender and shall be interpreted in accordance with the General Terms and Conditions set out in Section A.

SPECIFICATIONS OF WORKS:

Trade Fair	Date	Venue	Estimated surface
EMERGE 2026	From 23 to 24 April 2026	Miami Beach Convention Center	600 sqft

The bidder must submit a proposal fitted to the design provided and may include slight changes if necessary to improve the image of Spain as a country that produces high-quality products and design. Accordingly, the proposal must include the items and materials the bidder considers appropriate to achieve this purpose.

The design concept is based on the creation of a homogeneous image for the entire pavilion, enhancing both the exhibitor's visibility and the national identity. The aim is to create a neutral space that highlights each company's corporate image and the products on display, ensuring prominent visibility of their graphics and logos. The Spain Pavilion project seeks to reinforce the presence and image of Spain and Spanish companies, while allowing each exhibitor to freely customise its own space.

The Awardee shall be responsible for compliance with all technical regulations established by the trade fair organization and the convention center, and for submitting the layouts for approval, as well as for paying the deposits required by the organizers to authorize the works at the exhibition hall. All these costs must be included in the tender price. All materials used in the stand construction must be properly fireproofed in accordance with local regulations.

The plans attached are only indicative. A final layout may be provided to the Awardee sufficiently in advance of the Show dates. Any modifications required to adapt the project to the specific circumstances of the event or to exhibitor needs shall be carried out at no additional cost.

The dimensions of the different project elements have been calculated based on the sector's functional needs, project coherence, and prevailing market manufacturing standards. However, bidders may propose slight adjustments to certain dimensions if this would help reduce the overall cost of their offer. Any such modifications must be clearly indicated in the bid and reflected in the submitted plans.

The tender should include in the technical documentation:

- Plans and views, prepared by the bidding company, to demonstrate proper understanding of the project.
- Construction details, drawings, diagrams or photos that allow the evaluation of the technical resolution of the different elements of the project.
- Photos and detailed information (measurements, finishes and technical specifications) of the proposed furniture, lighting and audiovisual elements

Furthermore, the Contractor undertakes to pay any fee arising from performance of work outside hours at the venue, and any other fee that the venue organization might request, both at the beginning and at the end of the show, which are not included in these specifications

The bidder must consider in its quotation the following works: The structure of the pavilion should undertake an open space scheme with the following requirements:

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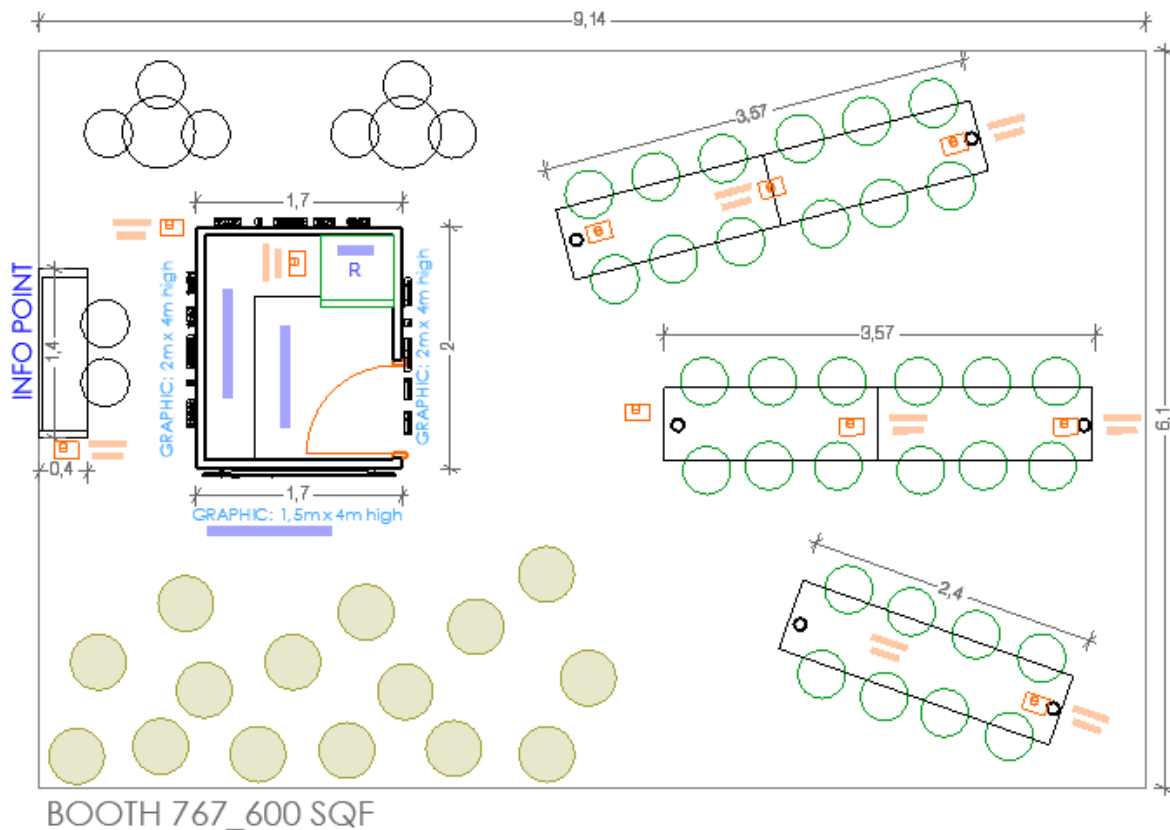
1. DESIGN AND CONSTRUCTION

The design of the Spain Pavilion, which is presented together with this tender as Annex 4, aims to add value to the presence and image of Spain, as well as to serve as a platform for the pavilion's exhibitors to personalize their participation.

The proposed stand is an island of 600 sqft, 20 ft wide x 30 ft long.



The stand includes a visitor reception area, a presentation area, and a large, shared space equipped with work tables.



2. FLOORING

The entire stand floor will be built as a raised wooden platform. The finished surface shall have a white appearance that provides a smooth, glossy finish. Alternative proposals with a similar visual effect will be accepted. Electrical installations must be accommodated beneath the platform. The perimeter trim of the platform shall be coordinated with the floor finish so that it blends in seamlessly and does not stand out, creating a continuous visual effect.

To protect the floor during the stand assembly process, it must be covered with plastic or similar material. The necessary cleaning and removal of this material before the opening of the fair must be included in the quoted price.

The following criteria will be evaluated in this section (max. 4 points):

- Good quality for platform finishing, ensuring a neat and attractive appearance (max.2 points)
- The perimeter trim of the platform shall be coordinated with the floor finish (max. 2 points).

3. WALLS

The stand includes a tower with a maximum height of 4.00 meters, whenever permitted by the fair organizers. It is constructed from wood and designed to be structurally stable, capable of supporting its own height as well as lighting elements installed on top.

This tower shall include:

- A storage room
- Graphic walls featuring Spanish companies
- A large TV screen to be used as a presentation area
- “SPAIN” lettering on all four faces of the tower

The tower is positioned near the main hallway to capture visitors’ attention and to divide the stand into four functional areas:

- A reception area with an information desk
- A presentation area
- A storage room
- A working and meeting area

The following criteria will be evaluated in this section (max. 8 points):

- **Quality of materials and finishes in walls/tower and consistency with tender specifications. (max. 4 points)**
- **Thin-wall structural optimization for maximum tower height (max. 4 points)**

4. FURNITURE

4.1. ICEX reception area

The ICEX area will be provided with:

- 2 stools
- 1 Coffee machine, coffee, milk and other supplies for coffee services. (no plastic cups)
- Water dispenser and paper cups.
- Custom-designed counter

4.2. Presentation area

The presentation area is integrated into the main tower, which incorporates a built-in TV screen of at least 55 inches for exhibitor presentations and digital content.

This zone is complemented by a set of colorful poufs (40x40/50cm) that create an informal and comfortable atmosphere, encouraging interaction and providing a relaxed seating option for visitors and exhibitors. The combination of the large integrated screen and the casual seating layout is designed to support dynamic presentations, short talks, and product demonstrations within an open, inviting space.



4.3. Working & meeting space

The working area will feature custom-made tables designed as continuous linear surfaces, created from full panels that form long shared workstations with integrated bench seating. These tables may be produced in different lengths or assembled using modular components, provided that the overall visual continuity is maintained. To ensure a clean and efficient structure, the tables must avoid the use of legs in the inner sections, relying instead on panel-based construction for full support and stability. At the ends of each table, a built-in vertical post shall be incorporated; this element will serve as the structural support for a lightweight overhead lighting feature. Additionally, decorative light garlands emulating a neural-network pattern will be suspended above the workspace, creating a dynamic and visually engaging environment. Each table must include electrical connection points, and the furniture will be arranged to generate a fluid and dynamic layout across the entire area.

4.4. Storage room

The storage room must include a functional work area equipped with shelving units, electrical outlets, and wall-mounted coat racks. A refrigerator shall be installed inside this space, and all connections required for the TV located in the presentation area must be fully prepared, integrated, and concealed within this room to ensure a clean installation. The exterior of the storage room must be completely covered with graphic panels, and the access door shall be fitted with an appropriate locking system to ensure secure use by authorized personnel only.

The following criteria will be evaluated in this section (max. 14 points):

- Good quality of colorful poufs, evaluated through diversity of colors with photographs/ catalogue (max. 5 points)
- Originality of the reception desk design (distinct geometry/materiality consistent with the Spain pavilion identity) and inclusion of red color as a dominant visible element (front or top surface). (max. 3 points)
- Good quality of the benches evaluated through construction details and drawings prepared by the bidder, or photographs (max. 3 points)
- Good quality of the tables, evaluated through construction details and drawings prepared by the bidder, or photographs (max. 3 points)

5. SIGNAGE

5.1. Tower signage

The “Spain” identification will be placed on all four sides of the tower. Three-dimensional lettering will be constructed using the selected typography and will include integrated lighting. The letters will be produced with a white translucent effect and built as individual characters.

SPAIN

ICEX Logo

The following criteria will be evaluated in this section (max. 6 points):

- Volumetric 3D “SPAIN” letters with integrated illumination (front or halo) and concealed fixings for a clean appearance. (max. 6 points)

6. GRAPHICS

6.1. Graphics ICEX area

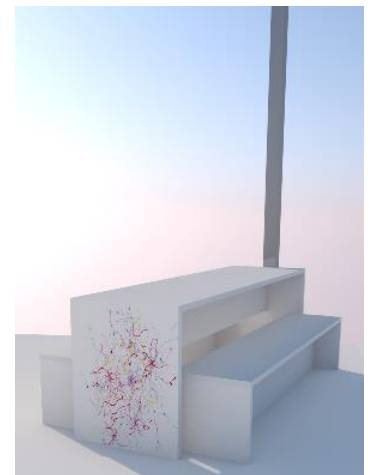
ICEX graphics will be displayed in the tower & ICEX area to present relevant information.

- Counter back wall.
- QR code. Printed on vinyl cut out and stuck to the wall
- Wall graphics.

6.2. Graphics Working area

In the workspace area, the panels supporting the tables may incorporate graphic elements to integrate the overall visual identity.

- Meeting desk: graphics will be included in the panels



The following criteria will be evaluated in this section (max. 4 points):

- Good quality of graphics in ICEX area (counter back wall, QR code, side wall graphics) (max. 2 points)
- Good quality of graphics in the working area (meeting desk) (max. 2 points)

7. AUDIOVISUAL

An iPad or tablet will be placed on the counter. The Awardee will ensure that it is in working order.

We kindly request the provision of a complete audiovisual setup suitable for presentations. The required equipment includes the following items:

- 2 TurboSound 6" Column Speaker Systems – White (M)
- 1 Allen & Heath 4-Channel Mixer (M)
- 2 Shure Wireless Microphone Combo Kits (M)
- 2 Black Floor Microphone Stands (M)
- 1 Wireless Mouse with Green Laser Pointer (M)
- 1 AV Cable Kit (M)

In addition, we require a dedicated technician from the audiovisual team to be present on-site throughout the fair to ensure proper operation of the equipment and to promptly address any technical issues that may arise.

The following criteria will be evaluated in this section (max. 12 points):

- Evaluation of whether the proposal includes a clear description of the equipment and fully matches the requested models, quantities, and features. The supplier must provide detailed specifications confirming that all audiovisual components meet the required standards. (max. 6 points)
- Assessment of the supplier's commitment to providing a qualified technician on-site throughout all exhibition days. The proposal must clearly state the technician's availability to resolve any issues and ensure the proper functioning of the equipment. (max. 6 points)

8. LIGHTING AND ELECTRICITY

8.1. Lighting

8.1.1. General lighting.

Light fixtures will be installed above the wall to make it visible from a distance and to provide a comfortable atmosphere in the reception area.

8.1.2. Overhead lighting at meeting desk

As an alternative to the articulated arm spotlight, bidders are encouraged to propose high-quality options that aesthetically integrate the lighting into the top of the table.

8.2. Electricity

Reception areas must be equipped with electrical outlets, both at the counter and in the storage area. The installations must not be visible to visitors to the stand.

Each exhibitor will be provided with two sockets under the meeting tables. All wiring must be concealed.

The Awardee shall include in the tender price all electrical work, connections, power supply, reports, permits and management of the supply with the fair, as well as the costs of contracting general sockets, hangers or any other items.

The entire installation must comply with the regulations issued in this regard by the organization or the exhibition center, and the successful bidder must submit all documentation requested for this purpose.

The following criteria will be evaluated in this section (max. 12 points):

- Good planning of the lighting, valued through plans or diagrams showing the number of light points, types of light, and where they are to be placed (max. 2 points).
- Good planning of the electrical outlets, valued through plans or diagrams (max. 2 points)
- As an alternative to the articulated arm spotlight, other proposals that aesthetically integrate the lighting into the top part of the table will be positively valued (max. 8 points)

9. MISCELLANEOUS

9.1. Project Approval and Permits

The Awardee will be responsible for managing and arranging with the fair all necessary permits for the execution of the stand and for compliance with the fair's regulations, both technical and regarding safety and fire protection.

If requested, the Awardee must provide the fair organizers with the necessary plans to ensure understanding and approval of the project, and cover any deposits or fees required as a prerequisite for authorizing the work within the exhibition venue.

9.2. Production

The tasks to be carried out by the Awardee also include communication of the project to the exhibitors and its adaptation to their specific needs. These requirements will be minor (such as removing shelves or adding extras, subject to additional cost, like audiovisual equipment, graphics, or lighting, etc.) and must not alter the original stand design. Any such adaptations must be approved by ICEX.

The Awardee must adapt the stand design and submit the final plans to each exhibitor for their approval.

9.3. Assembly

The Awardee must appoint a representative to act as ICEX's points of contact and serve as the Project Manager. This person will coordinate the requirements of the exhibitors, ICEX, and the fair venue during both the production and assembly phases.

This same person must be physically present at the fair to oversee the on-site assembly of the pavilion.

9.4. Cleaning

The pavilion must be handed over 24 hours before the official opening. Stands must be delivered fully clean so that exhibitors can begin setting up their products upon arrival.

The pavilion will be considered delivered only if the stands are completely clean—not only floors and furniture, but also the inside of showcases and shelf surfaces—so that exhibitors can place

their products on clean surfaces. The interior of the storage rooms must also be clean for storing merchandise boxes.

If this requirement is not met within the established timeframe (24 hours before the opening), the penalties specified in the Specific Terms and Conditions will apply.

The Awardee must provide sufficient in-house staff to carry out this task in advance. Additionally, cleaning personnel must be present in all halls where pavilion stands are located to perform necessary touch-ups during the day before and the morning of the opening.

Since the fair's cleaning service is often saturated on the day before and the morning of the opening, the Awardee may not rely entirely on them for all cleaning tasks. It is essential that the Awardee assigns its own cleaning staff as deemed necessary. Based on ICEX's experience in previous editions, it is recommended to have a minimum of two (2) people available at least 48 hours before exhibitors arrive (i.e., 72 hours before the opening), equipped with the necessary cleaning supplies to clean the stands as they are completed—regardless of any parallel final post-construction cleaning services contracted with the fair.

The stands must be absolutely clean:

- When the exhibitor arrives to set up their product, 24 hours before the opening, they can place it in clean storage areas, showcases, and on shelves.
- After product placement, the stands typically get dusty again due to airborne particles. Therefore, a second round of cleaning is required so that the stands are clean on opening day—at least one hour before the official opening—allowing exhibitors to make last-minute adjustments on clean surfaces.

Failure to deliver the stands clean (floors, showcases, and furniture) 24 hours before the fair opening will result in a penalty.

ICEX will arrange for a general pavilion cleaning with the fair for the days following the opening.

The following will be highly valued in this section (max. 1 point):

- Preparation of a clear cleaning task plan in which it can be assessed that there is sufficient and properly trained staff, the timeframes foreseen for carrying out the cleaning tasks so that everything is ready in time for the arrival of the exhibitors first and for the opening afterwards, and the provision of a small cleaning kit to allow last-minute touch-ups... (max. 1 point)

9.5. Final Handover

The assembly and decoration work must be completed 24 hours before the official opening, unless otherwise restricted by the exhibition venue. The final day should be reserved for cleaning and exhibitor assistance.

The Spain Pavilion must be delivered completely clean, with all associated costs covered by the awarded company.

9.6. Dismantling

The dismantling, waste management, and any other formalities or fees associated with the scope of work in this tender will be the responsibility of the awarded company. The dismantling must be completed within the deadlines and conditions established by the exhibition venue.

9.7. Maintenance

The Awardee must provide maintenance service for the Spain Pavilion throughout the entire duration of the fair. This service must be performed by one or more individuals capable of resolving any type of incident.

These personnel must be physically present at the fair for its full duration and be able to communicate in either Spanish or English.

The Awardee must build the Spain Pavilion in such a way that any potential issue can be resolved by the on-site maintenance team. Therefore, it is advisable to consider the pavilion's conditions and apply a rationalized construction system that allows repairs within a maximum of 12 hours from notification.

9.8. Photographic Report of the Pavilion

The Awardee must provide a final photographic report of the pavilion ONLY IN DIGITAL FORMAT. This report must include at least general views of the islands, as well as detailed images of the design, stands, and institutional area, with special attention to the visibility of logos.

9.9. Additional Information

The Awardee will be required to comply with any instructions, corrections, and modifications issued by ICEX, both during the project phase and throughout the preparation and construction of the pavilion.

The Awardee must also work jointly and in coordination with the ICEX team.

ICEX reserves the right to inspect and monitor the quality of the finishes and the manufacturing process of all materials to be used in the construction of the pavilion, as many times as deemed necessary. The Awardee must comply with any directives issued by ICEX as a result of these inspections.

The more detailed and well-defined the proposal, the better the technical criteria can be evaluated. Similarly, any aspects not sufficiently explained may not be fully assessed.

9.10. Environmental criteria

In order to improve management aimed at sustainability, the environmental impact on the environment becomes a relevant variable in ICEX activities as differentiating factors.

In that way, the proposals will be sensitive to the protection of the environment to contribute to the prevention of pollution. Environmental management will be considered a strategic element as a competitive advantage over competitors so that ICEX becomes a reference for the sector.

Particular value will be placed on:

- Use of appropriate environmental materials and products
- Minimize waste production and recycling
- Reduction of waste generation
- Reduction of the emission of gases
- Use of eco-labelled products or other equivalent quality marks
- Use of recyclable, reusable or recoverable materials
- Use of materials from recycling processes

- Certification of timber and/or forestry products derived from sustainably managed forests

The more detailed and specific the tender is, the easier it will be to assess the technical criteria. Likewise, aspects that are not sufficiently explained cannot be assessed to their full extent.

ANNEXES

ANNEX 1 – Legal Documentation to be Submitted

Documentation to be submitted by the successful bidder:

- Certificate of Public Liability insurance or a third part risk coverage as per Clause Fourteenth of these Bidding Specifications and in accordance with the requirements settle in the Trade Fair Regulations.

ANNEX 2 – Technical Documentation to be Submitted

Documentation to be submitted by the successful bidder:

- The successful bidder shall submit, fifteen (15) days before formalizing the contract, a complete project plan for setting up the trade fair. For this purpose, ICEX shall provide in good time the final layout of the Spain Pavilion, the list of companies taking part in the trade fair and the regulations of the Trade Fair Organization.

ANNEX 3 – Economic Offer

Documentation to be submitted by the bidders. Duly fulfilled.

ANNEX 4 – EMERGE 2026 Spain'S Design Guidelines

Layout plans are only indicative. A final layout will be sent, if necessary, to the successful bidder in good time before the dates of the Show.

ANNEX 5 – Letter of acceptance signed

Documentation to be submitted by the bidders. Duly fulfilled

ANNEX 6 – Documentation evidencing beneficial ownership (projects financed by the Recovery, Transformation and Resilience Plan).

Documentation to be submitted by the bidders. Duly fulfilled