



Sveučilište Josipa Jurja Strossmayera u Osijeku
Građevinski i arhitektonski fakultet Osijek
Josip Juraj Strossmayer University of Osijek
Faculty of Civil Engineering and Architecture Osijek



Ulica Vladimira Preloga 3, HR-31000 Osijek
tel.: +385 (0)31 540 070 | fax.: +385 (0)31 274 444, +385 (0)31 540 071
e-mail: gfos@gfos.hr



KLASA: 406-03/25-02/00002
URBROJ: 2158-77-19-25-00007
Osijek, 09. srpnja 2025. godine

DesignBuilder Software Ltd.
Stroud House, Russell Street,
Glos, UK,
GL5 3AN

PREDMET: Zahtjev za pojašnjenjem ponude

Poštovani,

molimo pojašnjenje sljedećih stavki Vaše ponude DB JN 2/25 za programski paket za procjenu životnog ciklusa:

1. U Prilogu 1 – Ponudbeni list naveli ste adresu pošte www.desingbuilder.co.uk. Molimo da nam dostavite podatke o adresi na kojoj zaprimate poštu u fizičkom obliku.

2. U Prilogu 1 – Ponudbeni list ste naveli iznos PDV-a od 1.137,50 eura uz napomenu „ako je primjenjivo“. Kod isporuke dobara iz trećih zemalja (zemalja koje nemaju sjedište u EU), PDV se obračunava prema nacionalnom zakonu o porezu na dodanu vrijednost države u kojoj su dobra isporučena. To znači da ste u Prilogu 1 – Ponudbeni list i Prilogu 2 - Troškovnik mjesto gdje se upisuje iznos PDV-a trebali ostaviti prazno.

Slijedom navedenog, ispravlja se cijena ponude tako da ona glasi:

Ukupno bez PDV-a: 4.550,00 eura

PDV: 0,00 eura

Ukupno s PDV-om : 4.550,00 eura

Molimo dostavu prihvata ispravka računske greške.

3. U Prilogu 2 – Troškovnik niste naveli naziv ponuditelja. Molimo informaciju o ponuditelju koji je dostavio ponudu.

4. U Prilogu 3 – Tehničke specifikacije navodite: „Naš softver za inženjersko obrazovanje obuhvatit će sve navedene tehničke specifikacije osim faze odlaganja, osim ako to nije obuhvaćeno podacima o utjelovljenom ugljiku za materijale“. Možete li, molimo, precizirati drugu rečenicu? Općenito, faza odlaganja usredotočuje se na utjecaje na okoliš povezane s dekonstrukcijom i odlaganjem građevinskog materijala. Bili bismo vam zahvalni ako biste mogli pojasniti koji su pokazatelji dostupni u vašoj LCA u odnosu na fazu odlaganja.

Molimo da pojašnjenje Vaše ponude dostavite na e-mail adresu ksekulic@gfos.hr. Rok za dostavu pojašnjenja je 14. srpnja 2025. godine.

Stručno povjerenstvo za jednostavnu nabavu



Sveučilište Josipa Jurja Strossmayera u Osijeku
Građevinski i arhitektonski fakultet Osijek
Josip Juraj Strossmayer University of Osijek
Faculty of Civil Engineering and Architecture Osijek



Ulica Vladimira Preloga 3, HR-31000 Osijek
tel.: +385 (0)31 540 070 | fax.: +385 (0)31 274 444, +385 (0)31 540 071
e-mail: gfos@gfos.hr



CLASS NUMBER: 406-03/25-02/00002
REFERENCE NUMBER: 2158-77-19-25-00007
Osijek, July 9, 2025

DesignBuilder Software Ltd.
Stroud House, Russell Street,
Glos, UK,
GL5 3AN

SUBJECT: Request for clarification of the offer

Dear Mr/Ms,

please clarify the following items from Your offer number DB JN 2/25 for a life cycle assessment software:

1. In Annex 1 – Offer list You provided as a mail address www.desingbuilder.co.uk. Please provide the address where you receive mail in physical form (mailing address).
2. In Annex 1 – Offer list You stated VAT amount of 1,137.50 EUR with the note "if applicable". When delivering goods from the third countries (countries whose headquarters are outside the EU), VAT is calculated according to the national law on value added tax of the country to which the goods are delivered. This means that in Annex 1 – Offer list and Annex 2 – Bill of quantities You should have left the column „Amount of VAT“ blank.

Following the above mentioned, the price of the offer is corrected as follows:

Total offer price (VAT not included): 4.550,00 eur
Amount of VAT: 0,00 eur
Total offer price (VAT included) : 4.550,00 eur

Please submit the acceptance of the correction of the calculation error.

3. In Annex 2 – Bill of quantities You did not specify the name of the tenderer. Please provide the information about the tenderer who submitted the offer.

4. In Annex 3 – Technical specifications, you say: „Our Engineering Education Software will cover all the technical specifications mentioned apart from the Disposal Phase, Unless this is captured in the embodied carbon data for the materials“. Could you please specify the second sentence? Generally, the disposal phase focuses on environmental impacts associated with deconstruction and disposal of building materials. We would appreciate if you could clarify which indicators are available in your LCA in relation to the disposal phase.

Please submit the clarification of Your offer to the email address ksekulic@gfos.hr. The deadline for submission of the clarification is July 14, 2025.

Expert committee for simple procurement

From: ksekulic@gfos.hr
Sent: 9. srpnja 2025. 14:00
To: 'Chris Brown'
Cc: Ivana Šandrk Nukić (isandrknukic@gfos.hr); Hana Begić Juričić (hbegic@gfos.hr); 'renjith.jayapalan-nair@designbuilder.co.uk'
Subject: RE: DesignBuilder Tender response - Life cycle assessment software JN 2/2025
Attachments: Zahtjev za pojašnjenjem ponude_DesignBuilder Software Ltd.pdf; Request for clarification of the offer_DesignBuilder Software Ltd..pdf

Dear Mr Brown,

please find attached Request for clarification of Your offer.

Kind regards,

Kristina Armbrust, mag.oec.
Office for Business Relations and Procurement

Josip Juraj Strossmayer University of Osijek, Faculty of Civil Engineering and Architecture Osijek
Vladimira Preloga 3
31000 Osijek
Tel: 031/544-672
Mob: 095/390-8165
E-mail: ksekulic@gfos.hr
www.gfos.unios.hr



From: Chris Brown <Chris.Brown@designbuilder.co.uk>
Sent: Thursday, July 3, 2025 12:30 PM
To: ksekulic@gfos.hr
Subject: DesignBuilder Tender response - Life cycle assessment software JN 2/2025

Hi Kristina

Many thanks for the invite to Tender JN 2/2025 Life Cycle Assessment Software.

Please find all details and our response attached, if there is anything else you require please let me know.

Please note regarding our software cost - At DesignBuilder, we are committed to supporting the development of future professionals and advancing innovation in sustainable building design. To that end, we offer heavily discounted licenses for academic institutions, students, and non-commercial research projects.

Best regards

Chris Brown
Software & Technical Solutions Manager
Tel: +44 (0)1453 755500 | chris.brown@designbuilder.co.uk

DesignBuilder Software Ltd, Stroud House, Russell Street, Glos, GL5 3AN
www.designbuilder.co.uk

From: Chris Brown <Chris.Brown@designbuilder.co.uk>
Sent: 9. srpnja 2025. 14:58
To: ksekulic@gfos.hr
Cc: Ivana Šandrk Nukić; Hana Begić
Subject: Fw: DesignBuilder Tender response - Life cycle assessment software JN 2/2025
Attachments: Zahtjev za pojašnjenjem ponude_DesignBuilder Software Ltd.pdf; Request for clarification of the offer_DesignBuilder Software Ltd..pdf; University of Osijek.zip

Hi Kristina

Thanks for clarifying, all points have been amended, please see updated Docs attached.

Regarding point 4, below is our response which I have also put within the main response in Annex 3

Question,

In Annex 3 – Technical specifications, you say: „Our Engineering Education Software will cover all the technical specifications mentioned apart from the Disposal Phase, Unless this is captured in the embodied carbon data for the materials“. Could you please specify the second sentence? Generally, the disposal phase focuses on environmental impacts associated with deconstruction and disposal of building materials. We would appreciate if you could clarify which indicators are available in your LCA in relation to the disposal phase.

Response,

In DesignBuilder users can specify Embodied Carbon values for each material used in the construction. The Embodied carbon usually refers to the total greenhouse gas emissions associated with the production, transportation, and construction of building materials and products, as well as **their end-of-life disposal**. This value isn't calculated by DesignBuilder and needs to be provided by the user. Hence if the users embodied carbon value covers this, then our Engineering Education licence will meet the specification.

Kr

Chris Brown
Software & Technical Solutions Manager
Tel: +44 (0)1453 755500 | chris.brown@designbuilder.co.uk

DesignBuilder Software Ltd, Stroud House, Russell Street, Glos, GL5 3AN
www.designbuilder.co.uk



From: ksekulic@gfos.hr <ksekulic@gfos.hr>
Sent: 09 July 2025 1:00 PM
To: Chris Brown <Chris.Brown@designbuilder.co.uk>
Cc: Ivana Šandrk Nukić <isandrknukic@gfos.hr>; Hana Begić Juričić <hbegic@gfos.hr>; Renjith Jayapalan-Nair <Renjith.Jayapalan-Nair@designbuilder.co.uk>
Subject: RE: DesignBuilder Tender response - Life cycle assessment software JN 2/2025

Dear Mr Brown,

please find attached Request for clarification of Your offer.

Kind regards,

Kristina Armbrust, mag.oec.

Office for Business Relations and Procurement

Josip Juraj Strossmayer University of Osijek, Faculty of Civil Engineering and Architecture Osijek

Vladimira Preloga 3

31000 Osijek

Tel: 031/544-672

Mob: 095/390-8165

E-mail: ksekulic@gfos.hr

www.gfos.unios.hr



From: Chris Brown <Chris.Brown@designbuilder.co.uk>

Sent: Thursday, July 3, 2025 12:30 PM

To: ksekulic@gfos.hr

Subject: DesignBuilder Tender response - Life cycle assessment software JN 2/2025

Hi Kristina

Many thanks for the invite to Tender JN 2/2025 Life Cycle Assessment Software.

Please find all details and our response attached, if there is anything else you require please let me know.

Please note regarding our software cost - At DesignBuilder, we are committed to supporting the development of future professionals and advancing innovation in sustainable building design. To that end, we offer heavily discounted licenses for academic institutions, students, and non-commercial research projects.

Best regards

Chris Brown

Software & Technical Solutions Manager

Tel: +44 (0)1453 755500 | chris.brown@designbuilder.co.uk

DesignBuilder Software Ltd, Stroud House, Russell Street, Glos, GL5 3AN

www.designbuilder.co.uk



Nema virusa. www.avast.com

ANNEX 1-OFFER LIST

Offer number: DB JN 2/25

Offer date: 02/07/2025

**Contracting authority: JOSIP JURAJ STROSSMAYER UNIVERSITY OF OSIJEK, FACULTY OF CIVIL
ENGINEERING AND ARCHITECTURE OSIJEK
Vladimira Preloga 3, 31000 Osijek
OIB: 04150850819**

Procurement subject: Life cycle assessment software (JN 2/2025)

Information about the tenderer:

Name and address of the tenderer /		DesignBuilder Software Ltd Stroud House,Russell Street, Glos, UK, GL5 3AN	
Personal identification number/VAT ID number ¹	VAT No. - 736 5303 38	Bank account number (IBAN)	GB78HBUK40127674148520
Tenderer operates within the VAT system:		YES	NO
Mail address:		DesignBuilder Software Ltd, Stroud House, Russell Street, Glos, UK, GL5 3AN	
E-mail:		sales@designbuilder.co.uk Chris.brown@designbuilder.co.uk	
Person authorized to represent the tenderer's company:		Chris Brown – Software & Technical Solutions Manager	
Contact person:		Chris Brown	
Phone number:		+44 (0)1453 755500	
The period of validity of the offer ² :		3 year Licence	

Offer price:

Currency of the offer:	Euro
Offer price (VAT not included)	€4550.00

¹ Or a national identification number according to the country of the tenderer's headquarters , if applicable.

² The period of validity of the offer is at least 40 days after the deadline for submission of offers

Amount of VAT ³	
Offer price (VAT included)	€4550.00

Delivery deadline: maximum of 30 days from the day of issuing the order form.

For the tenderer:



L.S.

(signature of an authorized person)

³ If the tenderer does not operate within the VAT system, the item of purchase is exempt from VAT or the VAT is calculated in accordance with the regulations on the calculation of VAT when importing goods, leave the column blank.

Annex 2
Life cycle assessment software
Bill of quantities
Contracting authority: Josip Juraj Strossmayer University of Osijek, Faculty of Civil Engineering and Architecture Osijek Procurement number: JN 2/2025
Name of the tenderer: DesignBuilder Software Ltd

Ordinal number	Subject of procurement	Unit	Quantity	Price per unit (VAT not included)	Total price (VAT not included)
1	2	3	4	5	6(4x5)

1.	Life cycle assessment software	piece	1		4.550,00
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Currency of the offer	Euro
Total offer price (VAT not included)*	4.550,00
Amount of VAT	
Total offer price (VAT included)	4.550,00

**The price of the offer without VAT must include all costs and discounts, including delivery costs.*

***If the tenderer is not in the VAT system, the item of purchase is exempt from VAT or the VAT is calculated in accordance with the regulations on the calculation of VAT when importing goods, leave the column blank.*

Signature of an authorized person: 

Date: 02/07/2025

Annex 3
Life cycle assessment software
Technical specifications
Contracting authority: Josip Juraj Strossmayer University of Osijek, Faculty of Civil Engineering and Architecture Osijek Procurement number: JN 2/2025
Name of the tenderer: DesignBuilder Software Ltd

1. Life cycle assessment software	
<i>Technical specifications that must be met</i>	<i>Offered technical specifications</i>
<p>Assessment of the minimum key performance indicators that the software package must include:</p> <ul style="list-style-type: none"> - energy consumption during production, operation and disposal phase of construction products and buildings - CO2 emissions 	<p><i>Our Engineering Education Software will cover all the technical specifications mentioned apart from the Disposal Phase, Unless this is captured in the embodied carbon data for the materials. In relation to you question response (point 4), In DesignBuilder, users can specify Embodied Carbon values for each material used in the construction. The Embodied carbon usually refers to the total greenhouse gas emissions associated with the production, transportation, and construction of building materials and products, as well as their end-of-life disposal. This value isn't calculated by DesignBuilder and needs to be provided by the user. Hence if the users embodied carbon value covers this, then our Engineering Education licence will meet the specification.</i></p> <p>https://designbuilder.co.uk/cost/ https://designbuilder.co.uk/simulation/ https://designbuilder.co.uk/software-for-engineers</p>
Assessment of key indicators for all phases of the life cycle of construction products and buildings (from design to removal)	As above

Import/export data from/to other digital tools	gbXML & all import/export tools all within the Engineering Education Software. https://designbuilder.co.uk/helpv7.3/#Import_3-D_CAD_Data.htm?Highlight=gbxml
Ability to identify the best solutions	Available within Engineering Education Software
Generating reports with input and output data	Available within Engineering Education Software
Numerical and graphical displays of results	Available within Engineering Education Software
Licence duration - 3 years*	3 Year Licence
License for minimum 5 users	5 Users
Instructions for license users	Provided as part of the support

**Tenderer must include a 3-year license in their offer price, regardless of whether it is paid all at once or annually for the year in which the license will be used.*



Sveučilište Josipa Jurja Strossmayera u Osijeku
Građevinski i arhitektonski fakultet Osijek
Josip Juraj Strossmayer University of Osijek
Faculty of Civil Engineering and Architecture Osijek



Ulica Vladimira Preloga 3, HR-31000 Osijek
tel.: +385 (0)31 540 070 | fax.: +385 (0)31 274 444, +385 (0)31 540 071
e-mail: gfos@gfos.hr



KLASA: 406-03/25-02/00002
URBROJ: 2158-77-19-25-00008
Osijek, 09. srpnja 2025. godine

Sphera Solutions Inc.
130 E Randolph St, Suite 2900
Chicago IL 60601
United States

PREDMET: Zahtjev za pojašnjenjem ponude

Poštovani,

molimo pojašnjenje sljedećih stavki Vaše ponude Q-121060 za programski paket za procjenu životnog ciklusa:

1. U Prilogu 1 – Ponudbeni list niste naveli osobni identifikacijski broj ili porezni broj ponuditelja. Molimo dostavu podatka.
2. U Prilogu 1 – Ponudbeni list niste naveli adresu na koju zaprimate poštu u fizičkom obliku. Molimo dostavu podatka.
3. U Prilogu 2 – Troškovnik naveli ste samo cijenu bez PDV-a. Sukladno navedenoj cijeni u Prilogu 1 - Ponudbeni list, ispravlja se cijena ponude navedena u Prilogu 2 – Troškovnik tako da ona glasi:

Ukupno bez PDV-a: 20.393,80 eura

PDV : 0,00 eura

Ukupno s PDV-om: 20.393,80 eura

Molimo dostavu prihvata ispravka računske greške.

4. U Prilogu 3 – Tehničke specifikacije naveli ste da je trajanje licence 3 godine što je vidljivo i iz dokumenta „Sphera_Q-121060-v4_for_FACULTY_OF_CIVIL_ENGINEERING_AND_ARCHITECTURE_OSIJEK-3-Jul-2025-19-34-33“ koji ste poslali. U Aneksu 3 – Tehničke specifikacije u dijelu u kojem se traži podatak o broju korisnika, naveli ste da trenutna cijena uključuje jednu licencu. Tehničkim specifikacijama je propisano da

ponuditelji moraju ponuditi licencu za minimalno 5 korisnika. Molimo pojašnjenje za koliko korisnika je ponuđena licenca u trajanju od tri godine.

Molimo da pojašnjenje Vaše ponude dostavite na e-mail adresu ksekulic@gfos.hr. Rok za dostavu pojašnjenja je 14. srpnja 2025. godine.

Stručno povjerenstvo za jednostavnu nabavu



Sveučilište Josipa Jurja Strossmayera u Osijeku
Građevinski i arhitektonski fakultet Osijek
Josip Juraj Strossmayer University of Osijek
Faculty of Civil Engineering and Architecture Osijek



Ulica Vladimira Preloga 3, HR-31000 Osijek
tel.: +385 (0)31 540 070 | fax.: +385 (0)31 274 444, +385 (0)31 540 071
e-mail: gfos@gfos.hr



CLASS NUMBER: 406-03/25-02/00002
REFERENCE NUMBER: 2158-77-19-25-00008
Osijek, July 9, 2025

Sphera Solutions Inc.
130 E Randolph St, Suite 2900
Chicago IL 60601
United States

SUBJECT: Request for clarification of the offer

Dear Mr/Ms,

please clarify the following items in Your offer number Q-121060 for a life cycle assessment software:

1. In Annex 1 – Offer list You did not provide personal identification number or VAT ID number of Your company. Please provide the requested information.
2. In Annex 1 – Offer list You did not provide a mail address at which You receive Your mail in physical form (mailing address). Please provide the requested information.
3. In Annex 2 – Bill of quantities You only filled the column „Total offer price (VAT not included)“. In accordance with the offer price specified in Annex 1 – Offer list, the offer price specified in Annex 2 – Bill of quantities is corrected as follows:

Total offer price (VAT not included): 20.393,80 eur

Amount of VAT: 0,00 eur

Total offer price (VAT included): 20.393,80 eur

Please submit the acceptance of the correction of the calculation error.

4. In Annex 3 – Technical specifications You stated that the license duration is 3 years, which is also evident from the document "Sphera_Q-121060-v4_for_FACULTY_OF_CIVIL_ENGINEERING_AND_ARCHITECTURE_OSIJEK-3-Jul-2025-19-34-33" that you sent. In Annex 3 – Technical specifications in the part where the information about the number of users is requested, you stated that the current quote only includes 1 license. The technical

specifications stipulate that tenderers must offer a license for minimum 5 users. Please clarify how many users the three-year license is offered for.

Please submit the clarification of Your offer to the email address ksekulic@gfos.hr. The deadline for submission of the clarification is July 14, 2025.

Expert committee for simple procurement

From: ksekulic@gfos.hr
Sent: 9. srpnja 2025. 13:55
To: 'Guillon, Laura'
Cc: 'Shetty, Kanmani'; Ivana Šandrak Nukić (isandrknukic@gfos.hr); Hana Begić Juričić (hbegic@gfos.hr)
Subject: RE: Sphera proposal to Osijek University Call for Tender - Life Cycle Assessment software
Attachments: Request for clarification of the offer_Sphera Solutions Inc..pdf; Zahtjev za pojašnjenjem ponude_Sphera Solutions Inc..pdf

Dear Ms Guillon,

please find attached Request for clarification of Your offer.

Kind regards,

Kristina Armbrust, mag.oec.
Office for Business Relations and Procurement

Josip Juraj Strossmayer University of Osijek, Faculty of Civil Engineering and Architecture Osijek
Vladimira Preloga 3
31000 Osijek
Tel: 031/544-672
Mob: 095/390-8165
E-mail: ksekulic@gfos.hr
www.gfos.unios.hr



From: Guillon, Laura <LGuillon@sphera.com>
Sent: Friday, July 4, 2025 10:07 AM
To: isandrknukic@gfos.hr; ksekulic@gfos.hr
Cc: Shetty, Kanmani <Kanmani1@sphera.com>
Subject: Sphera proposal to Osijek University Call for Tender - Life Cycle Assessment software

Hello,

On behalf of Sphera and my colleague Kanmani Shetty, please find attached Sphera proposal to your Call for Tender "Life Cycle Assessment Software".

In the attached ZIP file, you'll find attached the different requested documents as well as a presentation deck of Sphera software suite and related databases.

Shall you have any questions, do not hesitate to let us know,

Best regards,

Laura GUILLON

Laura Guillon
Sales Director EMEA/APAC – LCA / Product Stewardship



Office: +33 619 196 764
Email: lquillon@sphera.com



The contents of this e-mail message and any attachments are intended solely for the addressee(s) named in this message. This communication is confidential. If you are not the intended recipient of this message immediately alert the sender by reply e-mail and then delete this message and its attachments. Do not deliver, distribute, disclose or copy this message and/or any attachments.

THINK TWICE! Do you really have to print this message?

From: Shetty, Kanmani <Kanmani1@sphera.com>
Sent: 9. srpnja 2025. 17:11
To: ksekulic@gfos.hr; Guillon, Laura
Cc: Ivana Šandrk Nukić; Hana Begić Juričić
Subject: Re: =|EXTERNAL|= RE: Sphera proposal to Osijek University Call for Tender - Life Cycle Assessment software
Attachments: Sphera_Q-121061-v4
_for_FACULTY_OF_CIVIL_ENGINEERING_AND_ARCHITECTURE_OSIJEK-5 Users.pdf;
Sphera_Q-121060-v4
_for_FACULTY_OF_CIVIL_ENGINEERING_AND_ARCHITECTURE_OSIJEK-1 User.pdf

Dear Kristina,

Thank you for getting back to us.

Please find the answer below for your questions.

1. In Annex 1 – Offer list You did not provide personal identification number or VAT ID number of Your company. Please provide the requested information.

Sphera: As being a US based company, Sphera does not have a VAT number.

Here are some useful information:

DUNS (D&B) : 080333580

EIN (Tax / Federal ID) 81-2536018

2. In Annex 1 – Offer list You did not provide a mail address at which You receive Your mail in physical form (mailing address). Please provide the requested information.

Sphera : Here is Sphera mail address

Sphera Solutions Inc.
130 E. Randolph St. Suite 2900
Chicago, IL 60601-6223
PO BOX 71886
United States

3. In Annex 2 – Bill of quantities You only filled the column „Total offer price (VAT not included)“. In accordance with the offer price specified in Annex 1 – Offer list, the offer price specified in Annex 2 – Bill of quantities is corrected as follows:

Total offer price (VAT not included): 20.393,80 eur

Amount of VAT: 0,00 eur

Total offer price (VAT included): 20.393,80 eur

Please submit the acceptance of the correction of the calculation error.

Sphera: That's correct.

4. In Annex 3 – Technical specifications You stated that the license duration is 3 years, which is also evident from the document "Sphera_Q-121060-v4_for_FACULTY_OF_CIVIL_ENGINEERING_AND_ARCHITECTURE_OSIJEK-3-Jul-2025-19-34-33" that

you sent. In Annex 3 – Technical specifications in the part where the information about the number of users is requested, you stated that the current quote only includes 1 license. The technical specifications stipulate that tenderers must offer a license for minimum 5 users. Please clarify how many users the three-year license is offered for.

Sphera: Please see attached two quotes:

- 1 for 1 user only – duration 3y
- 1 for 5 users – duration 3y

I hope this answers all your questions. Feel free to write back to us if you need any further assistance.

Looking forward to supporting you.

Best Regards,
Kanmani



Kanmani Shetty

Account Executive– LCA / Product Stewardship
Email: kanmani1@sphera.com



From: ksekulic@gfos.hr <ksekulic@gfos.hr>

Sent: Wednesday, July 9, 2025 5:25 PM

To: Guillon, Laura <LGuillon@sphera.com>

Cc: Shetty, Kanmani <Kanmani1@sphera.com>; Ivana Šandrak Nukić <isandrknukic@gfos.hr>; Hana Begić Juričić <hbegic@gfos.hr>

Subject: =|EXTERNAL|= RE: Sphera proposal to Osijek University Call for Tender - Life Cycle Assessment software

EXTERNAL EMAIL - GO SLOW!

This email originated from a non-Sphera email resource, and it could be malicious. Verify the sender's identity and assess the context of the communication, before you reply, click on links, or open attachments.

Dear Ms Guillon,

please find attached Request for clarification of Your offer.

Kind regards,

Kristina Armbrust, mag.oec.

Office for Business Relations and Procurement

Josip Juraj Strossmayer University of Osijek, Faculty of Civil Engineering and Architecture Osijek
Vladimira Preloga 3
31000 Osijek
Tel: 031/544-672
Mob: 095/390-8165
E-mail: ksekulic@gfos.hr
www.gfos.unios.hr



From: Guillon, Laura <LGuillon@sphera.com>
Sent: Friday, July 4, 2025 10:07 AM
To: isandrknukic@gfos.hr; ksekulic@gfos.hr
Cc: Shetty, Kanmani <Kanmani1@sphera.com>
Subject: Sphera proposal to Osijek University Call for Tender - Life Cycle Assessment software

Hello,

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In the attached ZIP file, you'll find attached the different requested documents as well as a presentation deck of Sphera software suite and related databases.

Shall you have any questions, do not hesitate to let us know,

Best regards,

Laura GUILLON



Laura Guillon
Sales Director EMEA/APAC – LCA / Product Stewardship

Office: +33 619 196 764
Email: lguillon@sphera.com



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Order Form for
FACULTY OF CIVIL ENGINEERING AND ARCHITECTURE
OSIJEK

as of July 03, 2025
Order #: Q-121060-v4



Order Form

This Order Form ("**Order**") is entered into between Sphera Solutions, Inc., with its principal offices at 130 E Randolph St, Suite 2900, Chicago, IL 60601, USA ("**Sphera**"), and FACULTY OF CIVIL ENGINEERING AND ARCHITECTURE OSIJEK having its principal place of business at Vladimira Preloga 3, Osijek, 31000, Croatia/Hrvatska ("**Customer**").

This Order is effective at the date it is signed by the last of the Parties to sign below ("**Signing Date**"). During the Order Term defined below, and upon timely payment of the Fees listed below, Customer shall be granted access to the Sphera Solution(s) listed in this Order, pursuant to the terms and conditions set forth below.

Order Term: Starting on the Signing Date ("**Start Date**") and ending 36 months thereafter.

General Information

Customer Contact: **Ivana Sandrk Nukic**; (isandrknukic@gfos.hr, 00385995961480)
 Sphera Contact: **Kanmani Shetty**; (kanmani1@sphera.com,)
 Sphera Opportunity ID: 006Vt00000JpS7NIAV
 Sphera Help Desk Contact: Please see scn.spherasolutions.com

Order Validity

Prices listed in this Order are valid until **August 15, 2025**. Sphera reserves the right to reject any signed Order submitted by Customer after such date.

One-time and Year 1 Fees (All Fees represented in EUR)

Sphera Solution(s)	Solution Type	Use Limitation	Quantity	Fee Type	Fee
LCA for Experts Perpetual	Perpetual License ⁽¹⁾	Named User(s)	1	One-time	Included
Support for LCA for Experts	Maintenance and Support ⁽¹⁾	Not Applicable	1	Annual	Included
MLC Database Premium - Construction - Perp	Perpetual License ⁽¹⁾	Named User(s)	1	One-time	Included
Support MLC Database Premium - Construction	Maintenance and Support ⁽¹⁾	Not Applicable	1	Annual	Included
Access Fee - MLC Database Premium - Construction - Perp	Perpetual License ⁽¹⁾	Not Applicable	1	One-time	Included
Access Fee - Support MLC Database Premium - Construction	Maintenance and Support ⁽¹⁾	Not Applicable	1	Annual	Included
MLC Database - Professional Core - Perp	Perpetual License ⁽¹⁾	Named User(s)	1	One-time	Included
Support MLC Database - Professional Core	Maintenance and Support ⁽¹⁾	Not Applicable	1	Annual	Included
MLC Database - Construction - Perp	Perpetual License ⁽¹⁾	Named	1	One-	Included

Sphera Solution(s)	Solution Type	Use Limitation	Quantity	Fee Type	Fee
		User(s)		time	
Support MLC Database - Construction	Maintenance and Support ⁽¹⁾	Not Applicable	1	Annual	Included
MLC Database - Manufacturing and End of Life - Perp	Perpetual License ⁽¹⁾	Named User(s)	1	One-time	Included
Support MLC Database - Manufacturing and End of Life	Maintenance and Support ⁽¹⁾	Not Applicable	1	Annual	Included

Total Fees due upfront:

Sphera Solution as Academic Bundle	Total Fees
Included	€ 20,393.80
	€ 20,393.80

Terms and Conditions

One-time and Annual Fees for the Order Term are due on or before the Start Date. Customer acknowledges that it is Customer's responsibility to review the information in this Order and notify Sphera if any information is incorrect prior to signing this Order, and Customer certifies that the information included in this Order is accurate and complete at the Signing Date.

This Order is governed by Sphera's MSA at <https://scn.spherasolutions.com/Legal/MSA/15Apr25/index.htm> and the following License Terms and/or Subscription Terms, as applicable and as identified in the Solution Type column: ⁽¹⁾License Terms (when applicable) at <https://scn.spherasolutions.com/Legal/LT/15Apr25/index.htm>; ⁽²⁾Subscription Terms (when applicable) at <https://scn.spherasolutions.com/Legal/ST/15Apr25/index.htm>, in each case, including any terms incorporated therein. Any capitalized terms not defined herein shall have the meaning set forth in the MSA, License Terms, and/or Subscription Terms.

Signatures

SPHERA

By:

Print Name:

Title:

Date:

CUSTOMER

By:

Print Name:

Title:

Date:

Helping you create a safer,
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Order Form for
Faculty of Civil Engineering, Osijek
as of July 03, 2025
Order #: Q-121061-v1



Order Form

This Order Form ("**Order**") is entered into between Sphera Solutions, Inc., with its principal offices at 130 E Randolph St, Suite 2900, Chicago, IL 60601, USA ("**Sphera**"), and Faculty of Civil Engineering, Osijek having its principal place of business at Vladimira Preloga 3, Osijek, 31000, Croatia/Hrvatska ("**Customer**").

This Order is effective at the date it is signed by the last of the Parties to sign below ("**Signing Date**"). During the Order Term defined below, and upon timely payment of the Fees listed below, Customer shall be granted access to the Sphera Solution(s) listed in this Order, pursuant to the terms and conditions set forth below.

Order Term: Starting on the Signing Date ("**Start Date**") and ending 36 months thereafter.

General Information

Customer Contact: **Ivana Sandrk Nukic;** (isandrknukic@gfos.hr, 00385995961480)
 Sphera Contact: **Kanmani Shetty;** (kanmani1@sphera.com,)
 Sphera Opportunity ID: 006Vt00000JpS7NIAV
 Sphera Help Desk Contact: Please see scn.spherasolutions.com

Order Validity

Prices listed in this Order are valid until **July 30, 2025**. Sphera reserves the right to reject any signed Order submitted by Customer after such date.

One-time and Year 1 Fees (All Fees represented in EUR)

Sphera Solution(s)	Solution Type	Use Limitation	Quantity	Fee Type	Fee
LCA for Experts Perpetual	Perpetual License ⁽¹⁾	Named User(s)	5	One-time	Included
Support for LCA for Experts	Maintenance and Support ⁽¹⁾	Not Applicable	5	Annual	Included
MLC Database Premium - Construction - Perp	Perpetual License ⁽¹⁾	Named User(s)	5	One-time	Included
Support MLC Database Premium - Construction	Maintenance and Support ⁽¹⁾	Not Applicable	5	Annual	Included
Access Fee - MLC Database Premium - Construction - Perp	Perpetual License ⁽¹⁾	Not Applicable	1	One-time	Included
Access Fee - Support MLC Database Premium - Construction	Maintenance and Support ⁽¹⁾	Not Applicable	1	Annual	Included
MLC Database - Professional Core - Perp	Perpetual License ⁽¹⁾	Named User(s)	5	One-time	Included
Support MLC Database - Professional Core	Maintenance and Support ⁽¹⁾	Not Applicable	5	Annual	Included
MLC Database - Construction - Perp	Perpetual License ⁽¹⁾	Named	5	One-	Included

Sphera Solution(s)	Solution Type	Use Limitation	Quantity	Fee Type	Fee
		User(s)		time	
Support MLC Database - Construction	Maintenance and Support ⁽¹⁾	Not Applicable	5	Annual	Included
MLC Database - Manufacturing and End of Life - Perp	Perpetual License ⁽¹⁾	Named User(s)	5	One-time	Included
Support MLC Database - Manufacturing and End of Life	Maintenance and Support ⁽¹⁾	Not Applicable	5	Annual	Included

Total Fees due upfront:

Sphera Solution as Academic Bundle	Total Fees
Included	€ 75,942.00
	€ 75,942.00

Terms and Conditions

One-time and Annual Fees for the Order Term are due on or before the Start Date. Customer acknowledges that it is Customer's responsibility to review the information in this Order and notify Sphera if any information is incorrect prior to signing this Order, and Customer certifies that the information included in this Order is accurate and complete at the Signing Date.

This Order is governed by Sphera's MSA at <https://scn.spherasolutions.com/Legal/MSA/15Apr25/index.htm> and the following License Terms and/or Subscription Terms, as applicable and as identified in the Solution Type column: ⁽¹⁾License Terms (when applicable) at <https://scn.spherasolutions.com/Legal/LT/15Apr25/index.htm>; ⁽²⁾Subscription Terms (when applicable) at <https://scn.spherasolutions.com/Legal/ST/15Apr25/index.htm>, in each case, including any terms incorporated therein. Any capitalized terms not defined herein shall have the meaning set forth in the MSA, License Terms, and/or Subscription Terms.

Signatures

SPHERA

By:

Print Name:

Title:

Date:

CUSTOMER

By:

Print Name:

Title:

Date: