

PART 1 – INVITATION TO TENDER | 第一部分 – 招标邀请

ITT-2025-1007 SUPPLY OF LOADER

招标编号 ITT-2025-1007 装载机的供应

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PART 1.1 INFORMATION TO TENDERERS | 第 1.1 部分 - 投标人须知**INFORMATION TO TENDERERS 投标人须知****1.0 CONTENTS OF INVITATION TO TENDER | 招标邀请内容**

Karara Mining Limited (“Company”) solicits proposals from companies (“Tenderer” or “Contractor”) for the supply of **LOADER** for the Company’s operations located in Western Australia (“Services”), in accordance with the requirements outlined in this Invitation to Tender (ITT), which consists of two (2) parts.

卡拉拉矿业有限公司（“公司”）特此邀请各公司（“投标人”或“承包商”）根据本招标邀请函（ITT）的要求，提交关于公司位于西澳大利亚运营的**装载机的供应**（“服务”）的投标方案。本招标邀请函包括两个部分。

1.1 Part 1 | 第 1 部分

This Part 1 of the ITT provides a general description of the Karara Iron Ore **Project** and outlines the conditions of tendering, the tender contents, and the procedures that tenderers must follow in the preparation, compilation, and submission of their tenders.

本招标邀请函（ITT）的第 1 部分概述了“卡拉拉铁矿石项目”，并列出了投标条件、投标内容及投标人应遵循的投标准备、编制和提交流程。

1.1 Information to Tenderers | 投标人须知**1.2 Instructions to Tenderers | 投标须遵循的指示****1.3 Tender Forms | 投标表格****1.2 Part 2 – Proposed Contract Document | 第 2 部分 – 拟议合同文件**

This Part 2 of the ITT contains the commercial, contractual, and technical contract documents that the Company will utilise should a contract be awarded. Tenderers must therefore base their tenders on all Company requirements, including those set out in this **Part 2 Proposed Contract Document**.

本招标邀请函（ITT）的第 2 部分包含了商业、合同及技术合同文件，公司将在授予合同后使用该文件。因此，投标人必须基于公司的所有要求，包括本第 2 部分拟议合同文件中规定的要求，来编制其投标方案。

2.1 Form of Agreement and Conditions of Contract | 协议格式及合同条款**2.2 Scope of Work | 工作范围****2.3 Fee Schedules | 费用表****2.4 Company Standards and Procedures | 公司标准及流程****2.0 PROJECT OVERVIEW | 项目概述****PROJECT OVERVIEW | 项目概述**

The Karara Mine Operations involves the integrated development of a world-class magnetite deposit at Karara to produce high-grade magnetite concentrate on-site for export to China.

卡拉拉矿业运营项目包括对卡拉拉世界级磁铁矿矿床的综合开发，以在现场生产高品位磁铁矿精矿并出口至中国。

Karara is a world-class ore body in terms of its scale, quality, consistency, and extremely low waste-to-ore stripping ratio, which results in relatively low mining costs.

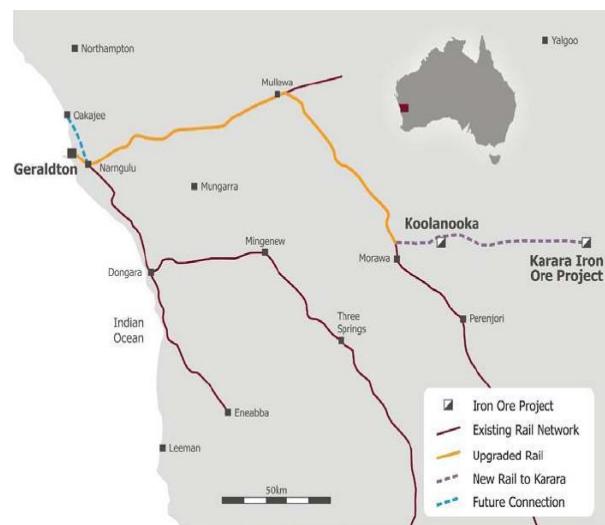
卡拉拉矿床因其规模、品质、稳定性及极低的废石剥离比而被认为是世界级矿体，从而使采矿成本相对较低。

Key Metrics | 关键指标

- Resource (including reserves) | 资源量（含储量） – 16.53 亿吨 @ 35.94% Fe（指示和推测）
- Ore Reserves | 矿石储量 – 7.90 亿吨 @ 36.27% Fe（可能储量）
- Waste-to-ore stripping ratio | 废石:矿石剥离比 – 0.34:1
- 8.2Mtpa initial production of high-grade magnetite concentrate | 年初始生产 820 万吨 高品位磁铁矿精矿
- Average magnetite concentrate grade | 平均磁铁矿精矿品位 – 65.2% Fe，低杂质含量
- 40-year mine life at initial 8.2Mtpa production rate of concentrate (20.75 million tonnes ore) | 矿山寿命 40 年，初始生产率为 820 万吨/年 精矿（对应 2,075 万吨 矿石）。
- Capacity to expand production of concentrate to 12Mtpa (30 million tonnes ore) for more than 30 years. | 可将精矿产能扩展至 1200 万吨/年（对应 3000 万吨 矿石），可持续生产 30 年以上。

LOCATION | 位置

The Mine is located approximately 320 kilometres north-north-east of Perth. Refer to the locality maps below
矿区位于珀斯以北偏东北约 320 公里处。具体位置请参考下方地图。



Location of Karara Mine 卡拉拉矿区位置

ACCESS/交通方式

Access to the site is by air strip located near the mine site and sealed and unsealed roads.

前往矿区可通过位于矿区附近的简易机场或铺装及非铺装道路抵达。

Contractors must make its own enquires regarding transportation of goods, materials and equipment to site. Road transport information can be obtained Main Roads of Western Australia Heavy Vehicles Operations and also from Local Authorities.

承包商须自行查询有关货物、材料及设备运输至矿区的相关信息。道路运输信息可通过西澳大利亚州主要公路局重型车辆运营部门及当地政府获取。

CLIMATE/气候

Refer to the Bureau of meteorology web site for details. Web site address is www.bom.gov.au/wa.

请参考澳大利亚气象局（Bureau of Meteorology）官方网站获取详细信息，网站地址为：
www.bom.gov.au/wa。

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PART 1.2 – INSTRUCTION TO TENDERERS

第 1.2 部分 – 投标人须遵循的指示

CONDITIONS OF TENDERING 投标条件

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1. Information AND Deemed Warranty by Tenderers / 投标人提供的信息及推定保证

The information in this Request for Tenders is provided for the convenience of Tenderers. While Karara has taken reasonable steps to ensure that the information is accurate, it cannot and does not represent or guarantee the accuracy or completeness of the information.

本招标邀请函中的信息仅供投标人参考。虽然卡拉拉矿业有限公司（Karara）已采取合理措施确保信息的准确性，但无法保证其完全准确或完整。

Tenderers should use the information provided for general guidance only. In submitting tenders, each Tenderer will be deemed to warrant that it has not relied on the information provided and has undertaken its own investigations into, and fully accepts, the risks involved.

本招标邀请函中的信息仅供投标人参考。虽然卡拉拉矿业有限公司（Karara）已采取合理措施确保信息的准确性，但无法保证其完全准确或完整。

2. Tender Documents/招标文件

This Request for Tenders comprises those documents as listed in **Item 1** of the Particulars

本招标邀请函包括**特定条款**（Particulars）中**第 1 项**所列出的所有文件。

3. Scope of Proposed Contract/拟议合同的范围

Karara is considering contracting for those goods or services as listed in **Item 2** of the Particulars. The terms and conditions of Karara's preferred form of agreement are set out in the Contract (and special conditions) (**Contract**).

卡拉拉计划就**特定条款**（Particulars）中**第 2 项**列出的商品或服务签订合同。卡拉拉的首选合同条款和条件详见**合同及特殊条款**（Contract）。

4. Variations/变更

Karara may amend this Request for Tenders at any time prior to the closing date and this includes a right for Karara to extend the closing date at any time prior to the date specified.

卡拉拉可在**投标截止日期之前**的任何时间修改本招标邀请函，包括延长投标截止日期的权利。

Any amendment to this Request for Tenders will be issued in the form of any addendum and will be issued to all Tenderers. Any addenda issued as part of this section will become part of the Request for Tenders.

本招标邀请函的任何修订均将以“补充通知（Addendum）”的形式发布，并发送至所有投标人。所有发布的补充通知均视为本招标邀请函的一部分。

5. Inspection of the Mine Site – Site Visit / 矿区现场考察 – 现场参观

The Tenderer may inspect the mine site at a nominated time and date as specified in **Item 3** of the Particulars or as authorised by Karara's representative. (Not applicable)

投标人可在**特定条款**（Particulars）**第 3 项**中指定的时间和日期，或在获得卡拉拉代表授权的情况下，参观矿区现场。（不适用）

6. Process/招标流程

If Karara is satisfied with the tender process, it is the intention of Karara to select one or more preferred tenders from the submissions received and to then negotiate with the preferred Tenderer or Tenderers in relation to the terms of a written agreement that is acceptable to Karara.

如卡拉拉对招标过程感到满意，其计划从收到的投标文件中选择一个或多个**首选投标人**，并与其就卡拉拉可接受的书面协议条款进行谈判。

Selection as a preferred Tenderer will not mean that the Tenderer will be awarded an agreement or contract of any kind and will not mean that Karara has accepted or will accept any of the terms or conditions specified by any preferred Tenderer in its tender.

入选**首选投标人**并不意味着其将获得合同或任何形式的协议，也不代表卡拉拉接受或将接受该投标人在其投标文件中所提出的任何条款或条件。

Karara is under no obligation of any kind to select any tenders submitted during the tender process as a preferred tender and Karara is not bound to select the lowest cost tender as a preferred tender and may reject any or all tenders submitted.

卡拉拉**无义务**选择任何提交的投标文件作为首选投标，也**无须选择最低报价的投标人**，并且可拒绝部分或全部投标。

Any selection of one or more preferred tenders by Karara will be based on, amongst other things, Karara's assessment of submissions in response to the following criteria (set out in no particular order of priority) together with an assessment of other information provided in response to each request outlined in the schedules to this Request for Tenders:

卡拉拉对首选投标人的选择将基于以下标准（不按优先级排序），并结合本招标邀请函附表中规定的所有要求进行评估。

- The quoted prices and charges are fixed and shall not be subject to any adjustments due to changes in other factors.;
- 报价和收费，固定的价格，不随其它因素变更；
- Bidders are required to provide relevant performance records and company qualifications, including sales performance and registered capital.

Additionally, at least one LOADER business sales contract signed within two years prior to the date of the tender announcement, or a scanned copy, image, or a stamped photocopy of a VAT invoice must be submitted as proof of performance.

Sensitive information may be redacted if necessary..

- 需提供相关业绩及企业能力说明，包括销售业绩和注册资金情况。

同时，须提交至少一份在招标公告发布之日前两年内签订的装载机业务销售合同，或已开具的增值税发票的扫描件、图片，或加盖公章的复印件，作为业绩证明材料。

如涉及敏感信息，可进行适当遮盖。

- The bidder shall demonstrate contract performance capability and corporate qualifications by providing the company registration certificate and a letter of authorization from the legal

representative. In addition, the bidder shall submit an audit report or audited financial statements issued by an accounting firm within two years prior to the tender closing date, or a third-party credit investigation report, or a bank credit certificate.

- 投标人展示的合同履行能力和企业资质，提供企业注册登记证、单位负责人授权委托书，提供投标截止之日为限 2 年内经会计师事务所审计的审计报告或经会计师事务所审计的财务报表，或者提供第三方资信调查报告，或银行资信证明；
- The ability of the Tenderer to maintain a high standard of work and product to the world's best practice. The product quality must meet or exceed the quality requirements of the corresponding model specified in the technical specification.
- 投标人保持高标准作业及产品质量的能力，符合国际最佳实践，产品质量必须满足或高于技术规范书中对应型号的质量要求；
- The ability of the Tenderer to carry out the work as detailed in the scope of work to world's best practice including a secure supply and logistical chain, The goods must be delivered on time to the designated logistics site in Perth as required by the order;
- 投标人按照工作范围要求执行合同的能力，包括供应链和物流保障能力,货物能按订单要求按时送达到指点珀斯物流站点；
- The quality assurance provisions proposed. In this regard, some preference may be given by Karara to Tenderers who, amongst other things, have in place a recognised Quality Assurance Accreditation, The brand holds ISO 9001 certification;
- 质量保证措施，卡拉拉可能优先考虑已获得质量认证的投标人,品牌具有 ISO9001 认证；
- The quality of the key management personnel authorized by the bidder, including their ability to supervise and manage the contract;
- 投标人授权的主要管理人员质量，包括其监督和管理合同的能力；
- The Tenderer's policies relating to environmental management, emergency response and occupational health and safety;
- 投标人的环境管理、应急响应及职业健康安全政策；
- demonstration of previous application of methodology (including reference sites) and evidence of innovation and technical knowledge;
- 投标人过往案例的应用经验（包括参考案例）及创新和技术能力的证明；
- The willingness to pass on technical knowledge that may be acquired by Karara;
- 愿意向卡拉拉提供技术知识的投标人；
- Continuous improvement to reduce usage and cost;
- 持续改进以减少使用量和成本
- Flexibility to meet demands,
- 灵活性以满足需求；

- Specified quantity delivery in a timely manner;
- 按时交付规定数量的产品或服务；
- Contingency planning
- 应急计划。
- Karara reserves the right at any time to postpone, cancel, abandon, vary, supplement or replace any process that may arise out of this Request for Tenders.
- 卡拉拉保留随时推迟、取消、终止、修改、补充或替换本招标邀请函所引发的任何流程的权利。

7. No contract is binding until written and executed/合同须经书面形式并正式签署后方为生效

No agreement or contract of any kind will arise between Karara and any Tenderer unless and until the terms of a written agreement that are acceptable to Karara have all been reduced to writing in a single document and signed by both Karara and a successful Tenderer.

卡拉拉与任何投标人之间的合同或协议，仅在双方以书面形式达成完整协议并由双方签署后，方可视为具有法律约束力。

8. Tenders and Schedules/投标文件及附表

All tenders must be in writing in order to constitute a conforming tender and each Tenderer must complete each schedule to this Request for Tenders.

所有投标文件必须以书面形式提交，方可视为符合要求的投标文件。投标人必须完成本招标邀请函中所有附表。

9. Late Tenders/迟交投标文件

Karara, in its absolute discretion, may reject any tender received after the stipulated closing time in the covering letter. 卡拉拉有绝对酌情权决定是否接受在投标截止时间后收到的投标文件。

Karara reserves its right to reject one or more late tenders and accept for consideration late tenders in its absolute discretion.

卡拉拉保留拒绝部分或全部迟交投标的权利，同时，卡拉拉亦有权自行决定是否接受某些迟交投标文件并纳入评估。

10. Tender Costs/投标费用

Tenderers shall meet all costs of preparing and submitting tenders.

投标人应自行承担所有与编制和提交投标文件相关的费用。

11. Uncompetitive Behaviour/不正当竞争行为

By submitting a tender, each Tenderer warrants that neither it nor any of its personnel or related entities have engaged in any uncompetitive behaviour or any other practice which denies or may deny legitimate business opportunities to other Tenderers or other participants in the tender process including, but not limited to, the following:

提交投标文件即表示投标人保证其自身及其员工或相关实体未参与任何不正当竞争行为，或任何可能剥夺其他投标人或招标过程其他参与者合法商业机会的行为，包括但不限于以下行为：

- the payment of unsuccessful tender fees to anyone;
- 向任何人支付未中标投标费；
- the payment to anyone of monies, incentives or other concessions contingent upon the success of the tender, which do not relate to the provision of bona fide services relevant to the tender.
- 向任何人支付与投标成功挂钩的款项、奖励或其他让步，而这些款项、奖励或让步并非与本次投标相关的真实服务；
- accept or provide secret commissions in any form;
- 接受或提供任何形式的秘密佣金；
- collude in any way with any other Tenderer except for the purposes of lodging a consortium tender;
- 除提交联合投标外，与其他投标人进行任何形式的串通；
- submit or present any part of a tender to deliberately give an advantage to another Tenderer;
- 递交或展示任何部分的投标文件，以故意使其他投标人获得优势；
- enter into any commercial arrangements with any other Tenderers, contractors, sub-contractors, suppliers, agents or anyone else which may affect the efficacy of the tender process; or
- 与其他投标人、承包商、分包商、供应商、代理人或其他相关方达成任何可能影响投标过程公正性的商业安排；
- accept incentives to provide contracts or services of any kind to other Tenderers, contractors, sub-contractors or suppliers which may financially disadvantage Karara.
- 接受任何可能导致卡拉拉矿业公司（Karara）在财务上遭受损失的激励，以向其他投标人、承包商、分包商或供应商提供合同或服务。

11.1 Information - Pricing Schedules/价格表信息

General directions and descriptions of the Contract are not repeated in the schedules and the schedules are to be read in conjunction with other sections of the tender documents.

合同的一般说明和描述不会在价格表中重复，投标人应结合招标文件的其他部分一并阅读价格表。

The quantities detailed in Schedules are current estimates and may be amended by Karara in accordance with terms of the tender documents.

价格表中列出的数量为当前估算值，卡拉拉可根据招标文件的条款进行调整。

11.2 Price Components/价格组成

The Contract Rates are to be expressed in **Australian Dollars (\$)** and **exclusive of GST**.

合同报价应以**澳大利亚元（AUD）**表示，不含商品及服务税（GST）。

12. Completion of Tenders/投标文件的完整性

It is the responsibility of the Tenderer to ensure that all parts of this Request for Tenders document issued by Karara have been received and it is the Tenderer's responsibility to raise any queries concerning apparent ambiguities, contradictions or conflicting information.

投标人有责任确保已收到卡拉拉发布的全部招标文件，并负责对可能存在的歧义、矛盾或冲突信息提出询问。

13. Clarification of Tenders/投标澄清

The Tenderer may seek clarification of any part of this Request for Tenders from Karara. Questions should be directed in writing to the contact person identified in the covering letter.

投标人可向卡拉拉就招标文件的任何部分提出澄清请求。所有询问应以书面形式提交至招标函封面信中指定的联系人。

Karara may, on request, clarify aspects of this Request for Tenders in writing but is under no obligation to do so. Clarification responses by Karara may be distributed to other Tenderers in the form of an addendum to the Request for Tenders or in such other form as Karara sees fit.

卡拉拉可根据请求以书面形式进行澄清，但无义务提供任何澄清。卡拉拉的澄清答复可能会以“补充通知（Addendum）”的形式发送给所有投标人，或以其他适当形式发布。

14. Tenderers to Inform Themselves/投标人自行了解情况

Without limiting anything else in this document, on submission of a tender, Tenderers shall be deemed to:

投标人提交投标文件后，将被视为已：

- have examined and understood the Request for Tender documents and any other information made available by Karara to the Tenderer for the purpose of considering or submitting its tender;
- 仔细审阅并理解本招标文件及卡拉拉向投标人提供的所有相关信息；

- have examined and be fully aware of all information that could have been obtained by the making of reasonable inquiries relevant to all risks, contingencies, facts and circumstances that could affect the efficacy of the tender and the Tenderer's ability to provide for carry out the Mining Services;
- 充分调查所有可能影响投标有效性的风险、应急情况、事实和背景信息，并接受其相关风险；
- be satisfied as to the correctness and sufficiency of their tenders including proposed fees and all matters and things necessary for the due and proper use of mine and performance of the Mining Services. Tenderers must raise any queries, clarify issues or requirements and generally have a full understanding of the Request for Tender before submitting tenders;
- 确认其报价及合同履行方案的正确性和充分性，包括拟议费用及所有必要因素，以确保矿山的正常使用和矿业服务的履行。投标人须在提交投标前，主动提出任何问题、澄清需求，并全面理解招标文件内容；
- be satisfied the Tenderer is able to meet all costs associated with the carrying out the Mining Services; 确保投标人有能力承担所有与执行矿业服务相关的成本。
- be satisfied as to the amount of work involved in the Mining Services and the use, maintenance and operation of the Mine; and
- 充分了解矿业服务的工作量及矿山的使用、维护和运营要求；
- have a full understanding of Karara's objectives regarding the use of the Mine and conduct of Mining Services. 充分理解卡拉拉关于矿山使用及矿业服务执行的目标。

15. Tenderer Interview /投标人面试

Karara may require one or more Tenderers to attend interviews at Karara's offices during the tender assessment period. The Tenderer shall bear all costs incurred by it in attending the interviews. Alternative arrangements (such as video conferencing) for overseas or interstate Tenderers may be arranged if Karara considers them appropriate. In addition, Tenderers may be asked to give an oral presentation to further explain the tender.

卡拉拉可能要求一名或多名投标人在投标评估期间前往卡拉拉办公室参加面试。投标人应自行承担所有相关费用。对于海外或外州投标人，如卡拉拉认为适当，可安排视频会议等替代方案。此外，投标人可能会被要求进行口头陈述，以进一步解释其投标方案。

16. Tenderer's Identity and Joint Venturers/投标人身份及合资企业投标

The identity of the Tenderer is fundamental to Karara. The Tenderer shall be the corporation or other legal entity named as the Tenderer and whose execution appears on the Executed Form of Tender. 投标人的身份对卡拉拉至关重要，投标人必须是投标文件上所列的法人实体，并在投标表格中签字确认。

A tender submitted by a joint venture or partnership shall comply with the following requirements:

若投标人为**合资企业或合伙企业**，其投标文件须满足以下要求：

- the tender shall be duly executed so as to be legally binding jointly and severally on all parties to the joint venture or partnership;

- 投标文件必须合法签署，使其对合资或合伙各方均具有法律约束力；
- the parties shall nominate a duly authorised representative to act as their agent in all matters pertaining to the Mining Services;
- 合资或合伙各方须指定一名正式授权代表，负责所有与矿业服务相关的事宜；
- without limiting the foregoing, that representative shall be authorised to incur liabilities and receive instructions for and on behalf of the parties throughout the performance of the Mining Services; and
- 该代表须有权代表所有合资或合伙方承担责任并接收指示，直至矿业服务履行完毕；
- a copy of the agreement entered into by the joint venture partners shall be submitted with the tender.
- 投标文件中须附上合资企业或合伙企业的正式协议副本。

17. No Assignment/禁止转让

By submitting a tender, each Tenderer will be deemed to have agreed that its tender is personal to and is not capable of being assigned or transferred by, the Tenderer or any representative of the Tenderer.

提交投标文件即表示投标人同意，其投标文件不得由投标人或其代表转让或转移给任何其他方。

18. No Masquerades /信息披露要求

If the Tenderer is acting as agent or trustee for or jointly with another person, persons, corporation or corporations this must be fully disclosed by the Tenderer in the tender. If the Tenderer fails to fully disclose the identity of all participants and the nature of its relationship to those participants, the Tenderer's tender may not be considered by Karara. No one will have any right, title or interest in any agreement that arises out of the tender process unless they have been fully disclosed to Karara in the relevant tender.

若投标人以代理人、受托人或其他个人或公司联合投标，必须在投标文件中全面披露相关信息。若投标人未能充分披露所有投标参与方的身份及其关系，则卡拉拉可拒绝考虑该投标。未完全披露的任何个人或实体无权在本次投标过程中获得任何权益。

19. Ownership of Tender Responses/投标文件的所有权

All documents, materials, articles and information submitted by the Tenderer as part of, or in support of a tender shall become, upon submission, the absolute property of Karara and will not be returned to the Tenderer at the conclusion of the tender process. However, the Tenderer shall be entitled to retain confidentiality regarding its submission, copyright and other intellectual property rights therein, unless otherwise provided in any agreement that arises out of any tender.

投标人提交的所有文件、材料、信息和附加资料，在提交后即成为卡拉拉的绝对财产，卡拉拉不会在投标结束后退还投标文件。但除非最终签署的协议另有规定，投标人仍保留其投标方案的保密性、版权及其他知识产权。

20. No Compensation/无补偿条款

If, for whatever reason, Karara does not select any tender as a preferred tender, postpones, cancels or otherwise ceases any process initiated by this Request for Tenders or does not issue any agreement for any reason then no Tenderer shall have any claim against Karara for any costs, losses or damages of any kind that may have been incurred in connection with or arising out of the preparation or submission of any tender or any negotiations.

如果卡拉拉因任何原因未选择任何投标作为首选投标，或推迟、取消、终止本次招标流程，或者未能签订任何合同，投标人无权向卡拉拉索赔任何与投标准备、提交或谈判相关的费用、损失或损害。

Karara may postpone, cancel or abandon the Request for Tenders process at any time for any reason. If, for whatever reason, Karara does postpone, cancel or abandon the Request for Tenders process then no Tenderer shall have any claim against Karara for any costs, losses or damages of any kind that the Tenderer may have incurred in connection with or arising out of the preparation or submission of any tender.

卡拉拉可随时以任何理由推迟、取消或终止本次招标流程。如发生上述情况，投标人不得就其已发生的投标准备费用或其他损失向卡拉拉提出任何索赔。

21. Disclaimer/免责声明

Information provided to Tenderers is issued for the purpose of providing Tenderers with information on the Project. Any Data provided is not binding on the Principal or its employees, consultants or agents. The Principal accepts no responsibility for any conclusions drawn by the Tenderer from any data provided. It is the responsibility of the Tenderer to ascertain for themselves all the necessary information relevant to performance under the Contract.

向投标人提供的信息仅用于为其提供关于本项目的相关资料。任何提供的数据均不对招标方或其员工、顾问或代理人构成法律约束力。招标方不对投标人基于所提供数据得出的任何结论承担责任。投标人有责任自行获取所有与合同履行相关的必要信息。