

## CLARIFICATIONS No.3

Issued on 07.08.2015.

ICB No. IOP/3-2015/NCE/1

Project: Public Sector Research and Development

Subproject: New Capital Equipment

Procurement: Procurement of Capital Equipment

Qtms. No.	Reference in PN/ Tender dossier	Questions	Answers
1	Tender dossier page 59 and 60	<p><b>Questions dated: 31/07/2015</b></p> <p>On the page 59 of the tender dossier, Manufacturer's aftersales declaration is requested, also, on Page 60 you asked for Manufacturer's Authorization for this Tender.</p> <p>Our company is only authorized distributor for sales, after sales services, maintenance and for giving full guarantee and warranty on behalf of reputable US manufacturer of analytical instruments Agilent Technologies for territory of Serbia, since the date of founding, 1999.</p> <p>Therefore, would you accept that we sign the form given in tender dossier since we will provide sales, after sales services, maintenance and full guarantee and warranty on behalf of Agilent Technologies for territory of Serbia? In addition to these statements issued by us, manufacturer's authorization would be provided proving that we are the only authorized distributor for territory of Serbia, Montenegro and Macedonia for sales and aftersales services.</p>	<p>The answer is yes.</p>
2	Tender dossier page 44/110	<p>On the page 44 of the tender dossier, bidders are requested to provide a professional certificate such as ISO 9001:2008 and ISO 27001:2005 (or ISO 27001:2013), appropriate for implementation of this contract.</p> <p>ISO 27001:2005 (or ISO 27001:2013) is designed to manage the security of assets such as financial information, intellectual property, employee details or information entrusted to organization by third parties. The ISO 27001 Information Security Management system (ISMS) standard provides a framework for Information Security Management best practice that helps organizations:</p>	<p>See Corrigendum no. 1</p>

		<p>-protect clients and employee information</p> <p>-manage risks to information security effectively achieve compliance</p> <p>-protects the company's brand image.</p> <p>As the ISO 27001:2005 (or ISO 27001:2013) is not applicable for distributors of analytical instruments, but for the people, processes and IT systems that apply a risk management process in systems such as a large organizations, banks and financial institutes, telecommunication operators, hospital and health institutes and public or governmental bodies that have many reasons for addressing information security very seriously, there are no authorized distributors for analytical kind of goods who would be able to fulfil tender request and independently submits the offer. According to this, we kindly ask you to remove or change that request to some ISO which are standard for this type of distribution.</p>	
3	Tender dossier page 73/110	<p>On page 73 of tender document it is requested that ancillary items, additional furniture necessary for operation of equipment should be provided by Supplier. As it is difficult to predict conditions in laboratories where instruments should be installed, and therefore to predict costs of site preparation is it acceptable that Beneficiary is obliged to prepare laboratory according to Site preparation documents provided by manufacturer of equipment that would be provided with tender bid? Or please specify in details additional furniture that should be supplied for each laboratory?</p>	<p>Due to the fact that Purchaser does not possess information related to the accurate insight into the current state of the place of installation it is impossible to provide the bidders with more details related to this matter. Therefore at this stage the bidder is required to provide ancillary items that are an indispensable part of the offered items. Regarding the site preparation it is already specified as responsibility of the Beneficiary.</p>
4	N/A	<p>Is it acceptable to submit one bid security (Bank Guarantee), as specified in the BDS for all bids submitted by the bidder?</p> <p>Explanation:  Formal procedure for obtaining a bid security (Bank Guarantee) is much simplified and substantially cheaper if the bid security (Bank Guarantee) refers to greater number of bids submitted by the one bidder and is giving the same level of security to the Beneficiary.</p>	<p>The answer is no.</p>
5	Section V of Bidding document (BDS)	<p>It is stated that the eligible countries are listed in EIB Guide to procurement for projects financed by the European Investment Bank (EIB): EIB Guide requests for projects of joint co-financing European origin of goods or origin from beneficiary countries. However, neither EIB Guide nor the list of eligible countries (for the origin of goods offered) is not included in the BDS nor therefore we kindly ask you to provide clarification of the mandatory origin of</p>	<p>Please see clause 1.3, clause 3.2 and Annex 4. Of EIB Guide to procurement version February 2004.</p>

		the goods offered and the list of eligible countries.		
		<b>Questions dated: 04/08/2015</b>		
6	ITB 14.6 Page 32/110	<table border="1" data-bbox="300 683 555 1641"> <tr> <td data-bbox="300 1317 555 1641">ITB 14.6 Page 32/110</td> <td data-bbox="300 683 555 1317"> <p>Prices quoted for each lot shall correspond at least to 100 per cent of the items specified for each lot.</p> <p>Discounts will not be taken into consideration.</p> <p>Prices quoted for each item of a lot shall correspond at least to 100 per cent of the quantities specified for this item of a lot.</p> </td> </tr> </table> <p>Having in mind that lots 1-11 do have several dozen of items, although the articles listed within these lots are specified upon different manufacturers and are of different nature, please do allow as acceptable that the bidders offer items within the lots 1-11 with no obligation to offer all items.</p> <p>This will help the bidders to offer their best equipment under best conditions, and as well it will allow better competition. At the same time, this is the only way for bidders to submit manufacturers authorizations, as required at ITB 17,2. Namely, since the specified equipment of the same field is manufactured by different manufacturers within one lot, it is impossible to supply the manufacturers authorization from two competitor – manufacturer's (for example Telstar and Martin Christ, in the field of freeze drying, or Thermo and Telstar in the field of BSCs, or Systec and Tutnauer in the field of autoclaves, or Agilent and Shimadzu in the field of spectroscopy, etc.,....), since each of them does have a representative in Serbian market.</p> <p>Otherwise, it is highly predictive that no competition may be expected for these lots, and this should and must not be the interest of the purchaser.</p> <p>We also stress that this proposal should be acceptable, since most of other lots (12-120) are lots with only one or two items within.</p> <p style="text-align: right;">Lots are already defined and there is no possibility to change them.</p>	ITB 14.6 Page 32/110	<p>Prices quoted for each lot shall correspond at least to 100 per cent of the items specified for each lot.</p> <p>Discounts will not be taken into consideration.</p> <p>Prices quoted for each item of a lot shall correspond at least to 100 per cent of the quantities specified for this item of a lot.</p>
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*Dejan Lj. Lj. Lj.*