

**CLARIFICATIONS No. 4**

**Issued on 14.08.2015.**

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

**Project: Public Sector Research and Development**

**Subproject: New Capital Equipment**

**Procurement: Procurement of Capital Equipment**

Qtns. No.	Reference in PN/ Tender dossier	Questions	Answers
		<b>Questions dated: 10/08/2015</b>	
1	N/A	Kindly, provide the current account details, so that we could acquire the Bank Guarantees and Letters of Intent.	JUP Istraživanje i razvoj d.o.o Beograd, Nemanjina 22-26, 11000 Beograd, PIB 106729004, MB 20668890, account no. 205-160097-44 Komercijalna banka ad
2	N/A	Bidders must submit the Bid Security amounting to 2,5% of the bid value per lot. Is this amount inclusive or exclusive of VAT?	Since VAT should be excluded from bid value, Bid Security should be 2,5% of the bid value without VAT.
3	Section III, Evaluation and Qualification Criteria, Sub-Factor 2.4.1 Technical capacity	It is requested that the business revenue of the bidder (2012, 2013 & 2014) must be at least 3 times equal to the value of the bid (financial proposal). Please confirm that the value of the bid (financial proposal) represents the total sum of financial offers for all LOTS offered by the bidder.	In accordance with ITB 34.2(a) of Bidding document bidders shall submit separate bids for each lot taking into consideration that documents related to the Qualification of the Bidder shall be submitted once for all lots. Therefore the business revenue of the bidder (2012, 2013 & 2014) must be at least 3 times equal to the value of the bid (financial proposal) for the largest LOT.
4	Section III, Evaluation and Qualification Criteria, Sub-Factor 2.3.2 Professional staff	It is requested that the bidder shall have a professional staff of at least 5 people currently working in fields related to this contract and at the time of Bid announcement for LOTS 1-11 and 1 people for LOTS 12-120. Please clarify if this Qualification Criteria is cumulated when the bidder is	Qualification Criteria are not cumulated when the bidder is providing offer for several LOTS.

		<p>providing offer for several LOTs.</p> <p>For example: If the bidder would like to participate in all LOTs 12-120, is it requested that bidder shall have 109 people (1 people for each LOT), or you believe that 1 people should be sufficient for the implementation of 109 Contracts.</p>	<p>Contracts of similar nature are not cumulated when the bidder is providing offer for several LOTs.</p> <p>In accordance with ITB 34.2(a) of Bidding document bidders shall submit separate bids for each lot taking into consideration that documents related to the Qualification of the Bidder shall be submitted once for all lots.</p> <p>Therefore bidders can submit the contract of similar nature (i.e. Laboratory and R&amp;D equipment) with value exceeding or at least equal to the bid (financial proposal) for the largest LOT.</p>
5	<p>Section III, Evaluation and Qualification Criteria, Sub-Factor 2.4.1 Technical capacity</p>	<p>It is required that the bidder has successfully delivered supplies during the last 3 year prior to the bids submission deadline, under one contract of similar nature (i.e. Laboratory and R&amp;D equipment) with value exceeding or at least equal to the bid (financial proposal).</p> <p>Please clarify if the requested delivered supplies values under Contracts of similar nature are cumulated when the bidder is providing offer for several LOTs. For example: If the bidder would like to participate in 10 LOTs with value of 1,000,000 EUR each or 10,000,000 EUR in total financial proposal, is it required that the bidder provides several contracts of similar nature (i.e. Laboratory and R&amp;D equipment) with total value exceeding or at least equal to 10,000,000 EUR or one contract with value of 1,000,000 EUR is sufficient.</p>	<p>It is not mandatorily to demand the advance payment.</p>
6	N/A	<p>Please clarify are the Bidders mandatorily required to demand the advance payment?</p>	<p>Since it is not specified in the Bidding Document you can submit binding or non-binding Letters of Intent.</p>
7	N/A	<p>Kindly, specify whether it is necessary to deliver the binding or non-binding Letters of Intent (Letter of Intent of the bank on issuing of the bank guarantee for advance payment and Letter of Intent of the bank on issuing of the performance guarantee), since this was not specified in the Bidding Document.</p>	<p>Reference contracts should be in amount without VAT.</p>
8	<p>Page 54 and 55 of 110, Experience Form</p>	<p>Should we present the amounts of the reference contracts in the Experience Form, page 54 of 110 and in the Experience Form (cont.) on page 55 of 110, inclusive or exclusive of VAT?</p>	<p>Requirement in Table 2.2 Economic and financial capacity (page 43 of 110) pertains to the total business revenue for the specified years.</p>
9	<p>Page 43 of 110, Table 2.2 Economic and financial capacity</p>	<p>Kindly clarify whether the requirement in Table 2.2 Economic and financial capacity (page 43 of 110) pertains to the total business revenue for the specified years as disclosed in the Income Statement?</p>	<p>Bidders shall submit their offers in separate envelopes for each lot since the offers during bid opening procedure will be opened per lot</p>
10	N/A	<p>Due to the overall scope of documentation and the amount of paper and files required that will be delivered to You on the occasion of Bid submission, which are too large scopes both for the Bidders and You as the Contracting Authority (there will be a minimum of 2 files per each Bid (1 original + 1 copy), and in</p>	

		<p>case of a Bidder submitting a Bid for all the lots, a minimum of 240 files will be delivered to Your address), we are kindly asking you to change the prescribed method of Bid packaging and allow the Bidders to pack their Bids in 3 separate packages, in accordance with the Bid Opening schedule:</p> <ol style="list-style-type: none"> <li>1) Lots 1 – 40: in 1 package,</li> <li>2) Lots 41 – 80: in 1 package,</li> <li>3) Lots 81 – 120: in 1 package.</li> </ol> <p>In this case, all the conditions for Bid delivery would remain the same, except for the packaging that could be put together in a single package, which would in turn significantly reduce the amount of packages delivered to your address.</p>	and not per bidders.
11	N/A	<p>In tender dossier in technical specifications LOT1 has 129 items, LOT 2 has 123 items, LOT 3 has 48 items, LOT 4 has 142 items, LOT 5 has 58 items, LOT 6 has 90 items, LOT 7 has 38 items, LOT 8 has 129 items, LOT 9 has 96 items, LOT10 has 64 items, LOT 11 has 118 items.</p> <p>Lots 1 to 11 have many different product groups and different instrumentation from different application fields put together, which does not allow majority of the companies to bid on the tender, as the lots are practically closed. Please consider to separate these products into smaller lots and allow more companies to bid, allowing the lower price, faster delivery and technical service, as well as better professional handle of the business.</p>	<p>Lots are already defined and there is no possibility to change them.</p>
12	N/A	Referring to the bid security of 2,5%: is it with or without VAT?	Since VAT should be excluded from bid value, Bid Security should be 2,5% of the bid value without VAT.
13	N/A	What kind of Letter of Intent (for advance payment and for performance guarantee) is needed: binding or non-binding?	Since it is not specified in the Bidding Document you can submit binding or non-binding Letters of Intent.
14	N/A	We couldn't find yours account details stated which are needed for issuing the Bank guarantee and Letter of Intent. Please send us those data.	JUP Istraživanje i razvoj d.o.o Beograd, Nemanjina 22-26, 11000 Beograd, PIB 106729004, MB 20668890, account no. 205-160097-44 Komercijalna banka ad
15	N/A	Can you please change the requested condition method of packing and delivery of the documentation so that it is acceptable to provide it according to the bid opening schedule (grouped packing), since it would be much easier for both sides.	Bidders shall submit their offers in separate envelopes for each lot since the offers during bid opening procedure will be opened per lot and not per bidders.
16	N/A	Can you please clarify if the bidders which do not request advance payment	It is not mandatorily to demand the advance

		would be disqualified?	payment. Bidders will not be disqualified if they do not request advance payment.
17	Page 43 of 110	Should we state in the Table 2.2 Economic and financial capacity on page 43/110 the TOTAL business revenue?	Requirement in Table 2.2 Economic and financial capacity (page 43 of 110) pertains to the total business revenue for the specified years.
18	N/A	We couldn't find in the bidding documentation is the advance payment obligatory or not. Please clarify that.	It is not mandatorily to demand the advance payment.
19	N/A	In order to provide the Bank guarantee and Letter of interest, we need you to send us account details. Please do that.	JUP Istraživanje i razvoj d.o.o Beograd, Nemanjina 22-26, 11000 Beograd, PIB 106729004, MB 20668890, account no. 205-160097-44 Komercijalna banka ad
20	N/A	Contrary to the Bidding documentation, it would be much easier for both sides if you permit deliverance of the bids for the different lots in the same one package. Please change this requirement.	Bidders shall submit their offers in separate envelopes for each lot since the offers during bid opening procedure will be opened per lot and not per bidders.
21	N/A	Considering delivery of the binding or non-binding Letter of Intent, please confirm which one is acceptable.	Since it is not specified in the Bidding Document you can submit binding or non-binding Letters of Intent.
22	N/A	Does 2,5% of the bid value per lot consider amount without VAT?	Since VAT should be excluded from bid value, Bid Security should be 2,5% of the bid value without VAT.
23	Bid Data Sheet, ITB 20.1	<p>It is requested that the bidders shall submit offers in separate envelopes for each lot.</p> <p>Would you please reconsider this request of yours and change it since it specifies that 240 folders and envelopes should be prepared for all 120 LOTS. Biggest part of the tender offers for all LOTS (Administrative and Qualification Criteria documentation) is the very same, so we see neither economic nor administrative reason to multiply it 120 times.</p> <p>Moreover, the separate packaging of the bids indicates that the Evaluation and Qualification Criteria requirements are not cumulated when the bidder participates in several lots. In this way, the company with 5 employees and one contract of the similar nature in the value of around EUR 2.000.000 can potentially provide its separate offers for all lots covering totally 1.100 different items in the appx. value of more than EUR 15.000.000.</p> <p>Our company is the System integrator with a lot of experience in complex projects like this one. We have the permanent staff of 95 employees and we can confirm that it is not possible to perform implementation for many of these</p>	<p>In accordance with ITB 34.2(a) of Bidding document bidders shall submit separate bids for each lot taking into consideration that documents related to the Qualification of the Bidder shall be submitted once for all lots.</p> <p>Evaluation and Qualification Criteria are not cumulated in the case of participating in several lots.</p>

		<p>LOTS with 5 people only. Our believe is that with this criteria you are favouring small consultant companies which have no production, development and service/maintenance practice and costs.</p> <p>Therefore, we kindly request you to change the way of packing the bids at least for the LOTS 1-11 and confirm that the Evaluation and Qualification Criteria are cumulated in the case of participating in several lots.</p>	
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*Sydney Terry-Lascano*