

**UNICEF Zambia**

**Request for Proposals - LRPS/2021/9166292**

**“Mechanisation of Boreholes in Schools and Health Facilities in Refugee Settlements, Host Communities and Refugee Reception Centres”**

**Note on the Pre-bid meeting held on 20<sup>th</sup> April 2021 at 15:00hrs, via MS Teams**

**Present**

1. Douglas Aburu – UNICEF, WASH specialist
2. Elizabeth Bwalya - UNICEF, Supply Officer
3. Kondal Reddy – Simplex Drilling & Construction
4. Mwango Chipasha – Davis & Shirtliff
5. Jessy Daka – Davis & Shirtliff
6. Patrick Daka – Davis & Shirtliff
7. Jonathan Mainga – Davis & Shirtliff
8. Alex Lusaka – China Gansu
9. Jamie Xi – China Gansu
10. Steven Siisii – Saro Agro Industrial
11. Rama Prasad – Zambezi Drilling & Exploration
12. Abdul Gafoor – Geotech Drilling
13. Kabwe Chimanga – Chima Chama Investments
14. Eng. Chansi Mbale – Zircon Energy Solutions
15. Mulenga Mwamba – Zircon Energy Solutions
16. Herman Kunda – Brick World Zambia
17. Mundemba Kyembe – Brick World Zambia
18. Haribabu Deshini – Srujala Tech
19. Ganesh Babu Deshini – Srujala Tech

**Questions and Answers:**

No.	Question	Answer
1	As per TOR requirement NCC Minimum Grade -3 Category B. As per NCC Grade -3 is for local companies only. for foreign companies Grade -1 and Grade -2 and the fee ZMW 224,225.00 is it possible to provide NCC certificate prior to contract award, since NCC fee very High Cost.	<ul style="list-style-type: none"><li>• NCC Registration in any category is acceptable; Grade 3 requirement has been waived.</li><li>• Submission of NCC certificate is not required at tendering stage, certificate will be required prior to award of contract. (please see amended Annex 1 and ToR Rev1)</li></ul>
2	As per TOR Page 13 1.3 states USD or ZMW. BOQ states ZMW; which one is correct?	Financial proposal should be submitted in USD
3	As per TOR, Solar Light pole there is no BoQ item it's showing drawings	A new item has been included for solar light poles in the P&G Bill. The BOQ has been amended accordingly (see attached BoQs as well as Annex-2 to this note).

No.	Question	Answer
4	Water tank specifications - is it two tanks 5,000 Ltrs or 10,000 Ltrs one tank?	2 (Two) x 5, 000 litres HDPE tank/each with a total capacity of 10, 000 litres.
5	Site Visit 22nd to 23rd will they be happening simultaneously at each lot? We are requesting that NCC Grade be clarified before attending the site visit.	<ul style="list-style-type: none"> <li>Bidders who wish to visit the sites should inform <a href="mailto:epbwalya@unicef.org">epbwalya@unicef.org</a> and <a href="mailto:haung@unicef.org">haung@unicef.org</a> by <b>6th May COB</b>. They will then be informed about the plan for site visits scheduled for 7<sup>th</sup> and 8<sup>th</sup> May 2021.</li> <li>For clarification on NCC Registration, please see No. 1 above).</li> </ul>
6	For JV do both companies need a minimum 10 years' experience? Can the JV be between a Zambian company and foreign company based outside the country?	<ul style="list-style-type: none"> <li>Minimum required experience has been changed to five years (please refer to ToR Rev 1</li> <li>JV can be formed between local and foreign companies. Lead JV firm should meet the minimum requirements</li> </ul>
7	Please specify the Solar Pump brand?	Brand will not be specified. Bidders shall propose solar pump with manufacturer's technical and quality documentation such as ISO and OEM including warranty period.
8	Who determines whether a site will have DC or AC pump, Or a combination of it?	The pump specification has already been determined as hybrid DC/AC, meaning a combination of AC & DC. Boreholes will be equipped with 48 VDC adequate submersible pump suitable for being powered either by solar installations, standby VAC generators or ZESCO 230 VAC connections.
9	Will UNICEF require the results of the geotechnical survey that will be undertaken by the contractor or it's for the contractor's own use?	UNICEF requires the results of the geotechnical survey.
10	The NCC grade 3 category B in the tender is a minimum requirement set. Will contractor with a lower grade like grade 4 category C or E qualify?	Please see response No. 1 above and ToR Rev 1
11	Is site visit mandatory or not? This is important to know in view of question 10 which needs to be answered before we decide to go on site or not.	Site visits are not mandatory, and no attendance certificates will be issued. However, Bidders are encouraged to visit the sites to better understand the project conditions prior to the submission of a bid.
12	The closing date for the tender is 6 <sup>th</sup> May 2021. We request that the closing date be shifted to a considerable date which can allow us to do the assessments as well necessary documentation bearing in mind that we are still seeking clarification mostly on the technical aspect of the tender and are waiting for the answers.	The closing date has been revised to 20 <sup>th</sup> May 2021
13	We would like to mention that we may decide to visit the sites depending on	Please contact <a href="mailto:epbwalya@unicef.org">epbwalya@unicef.org</a> and <a href="mailto:haung@unicef.org">haung@unicef.org</a> in this regard.

No.	Question	Answer
	answers to the above questions and therefore, are requesting for information on whom to get in touch to facilitate the visits in the different lots.	Kindly see answer for No. 1 and 5 above
14	The tender specifications require Contractor designed steel tank including concrete and steel details. It's our opinion that this has the potential to cause implementation delays and conflict as the contractor would have quoted prior to full design acceptance by the Consultant. In addition to ensure uniform basis for quotations, the Consultant should design the steel tank and provide it as part of the tender invitation?	As indicated in the tender documents, the Contractor is responsible for the design of the tank stand (and not tank) and its foundation and submitting the same for Consultant's review. The Contractor shall also assume liability for the design as well. In order to ensure uniform basis for quotation, a conceptual design has already been provided (see Book of Drawings).
15	The capacity size of tank specified of 7.5m3 is none standard may need purpose made orders to secure on the market, this has the potential to raise project costs.	The capacity of the tanks is 2 (Two) x 5, 000 litres HDPE tank/each with a total capacity of 10, 000 litres.
16	Confirm if payment is only on completed and functional facilities and in that case how are preliminary and general items to be treated in the contract as part of it becomes immediately the contractor mobilises?	Payment will only be made for completed and functional works. The contractor may complete and claim even once work has been completed and system is functional even in one school/health facility/transit centre. P&Gs will be distributed over the contract period and paid in percentages to be further agreed during contract negotiations.
17	Confirm where a Contractor meets all the requirements, if it's accepted to partner/joint venture with foreign firms that don't have local experiences but are qualified.	JV can be formed between local and foreign companies. Lead JV firm should meet the minimum requirements
18	We have 7.7 years of experience in Zambia, do we have a chance to participate in this tender our company formation date is 3rd September 2013.	The minimum required experience has now been changed to five years. Kindly see point 6 above.
19	Minimum requirements and assessment criteria	Please refer to Annex-1 to this note (see page 5). Please ensure that your technical proposals take these into account and provide adequate information/documentation for assessment against these requirements/criteria.
20	Duration	During contract negotiations, the duration for implementation will be discussed with the contractors to ensure that the works are fast-tracked and concluded before commencement of the rainy season.
21	General Clarification	As per the scope of works, Bidders are required to interpret the BH drilling reports and propose the most adequate type of pump to be installed at each site and reflect such proposals in the relevant sections of the BOQs. The proposed pumps need to be "fit for

No.	Question	Answer
		purpose” and the Contractor who will be awarded the contract will not be entitled to any additional payment for misinterpreting the BH drilling data at the time of tender. In a situation where different pumps are required to be installed from the ones that the Contractor had initially priced, the change will be at the Contractor’s own cost.

### **Annex-1: Amended Minimum Requirements and Evaluation Criteria**

1. Section 10 of the ToRs - “Qualification and equipment/material requirements” should be read as follows:

- Legally registered to conduct business in Zambia.
- Registration with National Council for Construction (NCC) in **any category**. Submission of NCC certificate is not required at tendering stage, certificate will be required prior to award of contract.
- Minimum of five (5) years’ of experience in similar works in Zambia.
- Proven capacity to deliver. The contractor should possess requisite equipment and adequate human resources capacity, as outlined below:

No.	Position	Number Required			Minimum Academic Qualifications	Similar Works Experience (years)
		Lot 1	Lot 2	Lot 3		
K-1	Project Manager	1			Bachelor’s Degree in Engineering or a related field	10
K-2	Electromechanical Engineer	1	1	1	Diploma in Electromechanical Engineering or a related field	8
K-3	Construction Foreman / Site supervisor	2	2	2	Certificate in Construction or related technical field	5
K-4	Environmental, Social & Health and Safety Officer	1			Certificate in Environmental/Social and Health/Safety related field	3

2. Section 11 (d) of the ToRs should be read as follows:

The Technical Proposals will be evaluated as per the below evaluation criteria:

Technical Proposal		
No.	Criteria	Max. Points
<b>1.0</b>	<b>Overall response</b>	<b>5</b>
	(i) Demonstrated understanding of and responsiveness to the project requirements	2.5
	(ii) Overall clarity and completeness of the proposal	2.5
<b>2.0</b>	<b>Proposed Approach, Methodology and Workplan</b>	<b>30</b>
	(i) Adequacy of the proposed implementation approach/ methodology/workplan	12.7
	(ii) Structure of the team(s) to be deployed for	10.0
	(iii) Approach/methodology for compliance with labour laws, Environmental, Social, Health and Safety (ESHS) and Prevention of Sexual Exploitation and Abuse (PSEA) requirements	7.5

Technical Proposal		
<b>3.0</b>	<b>Organizational Capacity</b>	<b>35</b>
	(i) Organizational expertise and experience in works of similar nature and complexity completed over a minimum of five (5) years	10
	(ii) Capacity – personnel resources	5
	(iii) Capacity – equipment resources	5
	(iv) Financial capacity (annual turnover, ability to finance the works upfront)	10
	(v) Litigation/arbitration history or history of non-performing contracts	5
<b>Total</b>		<b>70</b>

## **Annex -2: Changes made to BoQ**

Please note that the following amendments have been made to BoQs:

### **Lot 1 Nchelenge / Annex IV(a) - BOQs\_rev3**

- New item added under Bill “P&G’s” as follows:

1.6	Supply and Install 2 x Solar Powered Light Poles with batteries (as per standard drawing)	no.	17
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### **Lot 2 Kaoma / Annex IV(b) - BOQs\_rev3**

- New item added under Bill “P&G’s” as follows:

1.6	Supply and Install 2 x Solar Powered Light Poles with batteries (as per standard drawing)	no.	10
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### **Lot 3 Kalumbila / Annex IV(c) - BOQs\_rev3**

- New item added under Bill “P&G’s” as follows:

1.6	Supply and Install 2 x Solar Powered Light Poles with batteries (as per standard drawing)	no.	14
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