

BIDDER QUERIES AND ANSWERS
INVITATION TO BID: No. PAKIS/ITB/22/056
FOR SUPPLY AND DELIVERY OF PORTABLE SOLAR KITS

Question # 1: we are a foreign company incorporated outside of Pakistan, is there any method for us to join this bid? If we combine with a local company to form a consortium/JV to participate the project, will this be eligible?

Answer: Yes, JV is acceptable of a foreign company with a registered Pakistani company and this consortium/JV will be eligible as long as they fulfill all the requirements given in the ITB document and its annexures.

Question # 2: Can a foreign company incorporated outside of Pakistan bid separately (as individual entity). In case of JV with a company duly registered in Pakistan, will you pay the foreign company or the Pakistani company?

What is the currency for the payment? USD or PKR? If it is USD, will you pay the USD to an international bank account outside of Pakistan? such as a bank account of Hong Kong or China.

Answer: A foreign company not registered in Pakistan cannot apply as individual entity. The foreign company must form a JV/Consortium with a Pakistani company, which is duly registered in Pakistan. For better coordination, the lead company will always be the company registered in Pakistan. Account details of the lead company will be used; therefore, the payment will always be made in PKR. UNHCR will coordinate only with the lead organization in this case.

Question # 3: Regarding Deliverable and Timelines, can we assume that:

1. The supplier has to deliver 2000 kits to each of the three warehouses.
2. Delivery sequence can be decided by the supplier.
3. Supplier can deliver to ISB warehouse within 60 days, KPK within 90 days and Quetta within 120 days or UNHCR has any preferred sequence for deliveries. If yes, please convey.

Answer: Delivery to different warehouses will be based on availability of space in the warehouses. Delivery sequence will be decided by UNHCR. For the time being, you may assume that 3,000 kits will be delivered to warehouse in KP while 3,000 will be delivered to Quetta.

Question # 4: Regarding Training of Trainers (ToT), Kindly clarify the locations of the ToTs be KPK, Sindh and Baluchistan. As per Annex C, the supplier has to deliver solar kits to UNHCR warehouses in ISB, Peshawar and Quetta. Is Sindh added by mistake or UNHCR is intended to arrange ToTs in Sindh? This will definitely have a cost impact.

Answer: The locations will be shared later. For the time being, the ToT will be held in KP and Baluchistan.

Question # 5: For the sake of safe delivery of all components of the solar kit, it is advised to pack solar panels in separate packing from other components, this making it 03 boxes in total for each kit.

Answer: This is acceptable as long as other requirements are fulfilled.