



12 July 2023

To all bidders

**CLARIFICATIONS TO RFP-DAN-2023-503601  
2024-2028 BCG Vaccine**

**Question 1:** Title of the document is “Annex C – UNICEF Guidelines for Barcode Specifications” but when opening the document is called “Annex B”

**Clarification 1:** This is a typo. This document should be considered as Annex C

**Question 2:** We have obtained WHO Prequalification, but we also have [Annex B\_WHO TECHNICAL EVALUATION\_REVIEW OF TECHNICAL MANDATORY REQUIREMENTS AND TECHNICAL PROPOSALS]? If so, where and when should we submit it?

**Clarification 2:** Annex B is for information purposes only, on how the technical evaluation will be carried out. This document should not be completed by the bidders

**Question 3:** 3.5 Samples - Is the sample a product or a dummy (without substance)?

**Clarification 3:** Yes, samples are to be sent without substance.

**Question 4:** We have a question regarding the requirement for our latest Financial Statement to be shared with UNICEF. Should we send the Financial Statement for year 2022 to Vendor Evaluation Unit or to someone else?

**Clarification 4:** UNICEF's Vendor Evaluation Unit conducts financial evaluation of UNICEF's suppliers regularly and independently of a tender exercise. UNICEF's vendor evaluation team will reach out to the bidders directly when and if a re-evaluation is required. Therefore, financial statements do not need to be sent as part of this tender. Individual bidders might be contacted during or after the tender period if a re-evaluation is required.

**Question 5:** Part3-6.Price and Discounts  
6.5

*Affordability of Pricing. UNICEF believes in paying a price that is affordable to Governments and donors and a price that reasonably covers manufacturers' minimum requirements. The Bidder is requested to provide information on factors that influence the pricing offered to UNICEF including, the basis for any quantity-based pricing. Any*

*price increase over previous years ’ pricing should be explained in the Commercial Proposal. It says to fill out in commercial proposal, but where should I fill it out?*

**Clarification 5:** Please, indicate any relevant information on price conditions and discounts in the COMMERCIAL PROPOSAL SHEET, A – Quantitative Proposal, column “Conditions/discounts”

**Question 5:** *If the supplier product is still on the progress to obtain the WHO PQ, would it be acceptable for the supplier to offer the product which produce before WHO PQ ?*

**Clarification 5:** UNICEF encourages pipeline suppliers to submit offers to this tender. Please, refer to PART IV, Section 1.2 - *For pipeline Suppliers:*

- *Dates for clinical trials yet to be completed (Phase I, II and III)*
- *Dates for national licensure in country of production*
- *Date of submission to WHO PQ*
- *Expected date of WHO PQ*
- *Expected date of first supply to UNICEF*

LTA awards will only be finalized after the product achieves WHO PQ status. However, and considering that this tender will cover supply to UNICEF between 2024-2028, all pipeline BCG suppliers are encouraged to submit an offer so offers can be considered once WHO PQ is obtained. If no offer is submitted in response to this tender, then no supply for UNICEF will be possible until earliest 2029.