Q&A RFP 503600 Oxygen Concentrator Innovation

**Q1: Do we have to resubmit a new reply or an explanatory letter that we would also like to be considered for this amendment or is this an automatic process?**

**If we submitted a proposal for the original tender by the date requested, are we now supposed to send in another proposal for this amendment or will the original proposal work for both cases?**

A1: No need to submit a new reply/proposal if you have already submitted one by the initial RFP deadline 01 September 2023. Your proposal will be considered for both cases/paths which are:

1. the APC mechanism in line with the conditions described in the original tender, including the timelines, which remain unchanged,

ii) a new path – outside the APC mechanism – through which suppliers who submit their proposal in line with the RFP timeline will be evaluated against the technical and commercial requirements described in the tender and potentially awarded an LTA not linked to the APC mechanism. This path is for suppliers who will not have a comprehensive proposal and a fully developed product ready to be tested by December 01, 2023 as per the APC timelines. If such product becomes ready during the period of 24 months from the issuance of this tender, suppliers are encouraged to submit such evidence together with an updated proposal. Any potential subsequent recommendation of award - outside the current APC mechanism - will be subject to meeting all the tender evaluation criteria. Any potential resulting LTA will be for the remaining validity period of the first LTA(s) established as a result of this RFP.

**Q2: Can you please send a document describing in detail the differences between the original and the amended RFP ? We have identified differences in the text, but it would be helpful to get a formal delta document from you.**

A2: The only changes related to this tender are the new path for a potential award outside the APC mechanism and the new submission deadline of 08 September 2023. There are no changes to the technical and commercial requirements or specifications.

**Q3: Given where we are in the process, is it acceptable to submit an incomplete application that would have a high percentage of TBDs?**

A3: Suppliers should aim to fill in all fields with actual information, or in accordance with their R&D currently underway and aims for the final product – including estimated cost of final product. They can also provide comments to the specific requirements (status, plans, timelines) either directly in the forms where available, or as a separate annex/document. Brochures and manuals may be submitted at a later stage. Suppliers should be mindful at keeping price information with the commercial proposal and technical information with the technical proposal - do not mix commercial with technical information.

**Q4: How broad of a distribution are these documents given?  Is it acceptable to indicate areas that we deem proprietary and as such, cannot share?**

A4: The documents submitted under this RFP will be treated with utmost confidentiality. Only the project team comprised of UNICEF staff will have access and review the documentation. The documents provided by the suppliers under this RFP will not be made public. Confidentiality is engrained in our processes and terms and conditions and nothing will be shared outside the UNICEF project group.