

**RFQ 629293-REM-Provision of specialized vehicles for Ukraine– No.1**

**Clarifications for bidders**

	<b>CLARIFICATION REQUEST</b>	<b>ANSWER</b>
1	It is impossible to enter correct comments into the forms of compliance matrices included in the set of competitive documentation in the form of Excel tables due to the protection of the tables from changes. In this regard, we would like to clarify whether it is necessary to attach the table data to the package of documents in completed form, or is it possible to send the correspondence matrix in an identical form, but with a different document to make it more informative?	Please note that in the Technical Compliance Matrix excel only Column B (specification section) is protected as this is the requirement and shouldn't be changed. Column C and D (comment) is not protected and you can enter your comment in this section, if for any reason you can't enter your comment in Column D, you can make a copy of the excel document and then enter your comment. Please make sure if you make a copy of the document NOT to change anything in Column B (specification section). You need to submit the completed Compliance Matrix as part of your technical offer.
2	The package of documents also includes tables for filling out a commercial proposal. Is it necessary to use these tables when drawing up a commercial proposal or is it necessary to follow the rules for drawing up a commercial proposal specified in the SPECIAL INSTRUCTIONS FOR PARTICIPANTS FOR PREPARING A PROPOSAL, and these tables are sent out as an example of the possible content of a commercial proposal? Since, in essence, these tables duplicate some aspects of the rules for drawing up a commercial proposal specified in the SPECIAL INSTRUCTIONS FOR PARTICIPANTS, but do not cover them all (training costs, as well as additional items are not included in the tables).	Please note that for drawing up a commercial proposal please follow the rules specified in the SPECIAL INSTRUCTIONS FOR PARTICIPANTS FOR PREPARING A PROPOSAL. The document Commercial matrix is an extra document to your commercial proposal, that you need to fill out also since it serves as a table for comparing different commercial offers and also it gives you the opportunity to specify your FCA price and your DAP price (optional, when is applicable). For any extra cost related (Training cost, additional items, ect) please use row number 4 <b>Other cost (please specify)</b> in the table, you can duplicate this row based on how many other cost you would like to include.