

RFQ 628139 - Long term agreement for Digital Radiographic Mobile X-ray System

Clarifications for bidders

	CLARIFICATION REQUEST	ANSWER
1	Offer validity is 90 days but the BPA is for 7 years. Will be there an annual price review?	Annual price review isn't foreseen. Prices shall be fixed for the full duration of the BPA, however a price index mechanism can be proposed for consideration.
2	The supply can be for any country in the list? Not knowing the location of the equipment is difficult to estimate the service costs.	Please provide pricing for a worldwide coverage.
3	Total quantity is 105 units over 7 years but this is just an estimation and no guarantee for this total procurement. Is it correct?	Yes. The total estimated quantity is 105 over 7 years, without any commitment nor guarantee from IAEA to procure this quantity.
4	We would like to know what the final country destination is for the mobiles ?	The BPA is intended to provide a worldwide coverage.

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Clarifications for bidders

	CLARIFICATION REQUEST	ANSWER
1	Did IAEA consider obsolescence of such equipment for a period of 7 years ?	IAEA considers obsolescence, in case a new model would be available and if it would be in IAEA interest then we could consider integrating the new model in the BPA (Blanket purchase agreement).
2	May I know is this project is for direct purchase tender? for government purchase or for hospital ? And the x ray will be delivery/used in which country?	IAEA would be purchasing and delivering the equipment for its Members States. The long-term agreement is intended to provide a worldwide coverage. Once the long-term agreement is established the Xrays would be purchased using call-off orders.
3	For requests for clarification on the tender - should I use your direct e-mail or the contact via ungm.org?	Any communications/requests for clarifications related to this Solicitation shall be addressed by e-mail to the IAEA responsible contracting staff indicated in the Cover Letter.

RFQ 628139 - Long term agreement for Digital Radiographic Mobile X-ray System — No.3

Clarifications for bidders

	CLARIFICATION REQUEST	ANSWER
1	We need your help to understand "rotating stock of minimum 3 Xray systems".Please help us explain the meaning of this requirement.	At least 3 units of mobile X-rays shall be available anytime for immediate dispatch upon IAEA request.
2	Reviewing the SOW we noticed that the installation and testing requirements are listed as “optional costs” in the Commercial Offer Template and “optionally” in the Technical Specifications guidelines. We would like to understand the reasoning behind the exclusion of installation and testing as part of the main scope since installation by a 3 rd party might affect manufacturers warranty terms.	It is not excluded, it is only optional to keep the possibility for IAEA to purchase these services in case they are required by the end-users.
3	In document “3-RFQ Special Instructions To Bidders” under clause 2.2 - 4. it states the following “ <i>The name, address, and contact details for the nearest authorized service representative that will provide installation, warranty, maintenance, and after-sales support services (...)</i> ”. As the delivery terms for this RFQ is on FCA basis and the indicated delivery destination is “worldwide” it would not be possible to provide this information before a delivery destination is shared. Please confirm that this information can be provided at the time of order when delivery destination is disclosed or otherwise provide guidance on how to fulfill this requirement at the bidding stage.	Clause 2.2. - 4 mentions quote: “if applicable”. I confirm that this information can be provided at the time of order when delivery destination is disclosed, however bidders are encouraged to provide information on their service representative network worldwide, and/or their geographic coverage for the optional services.
4	Automatic exposure control facility (preferable) (if available). As there are very few systems with that feature I would like to know how many points are awarded to this of the total points - and also how many points are rewarded for the price.	Please refer to 2.4 EVALUATION AND SELECTION CRITERIA from the ATTACHMENT 2 TO RFQ NO. 628139-RO - SPECIAL INSTRUCTIONS TO BIDDERS FOR PREPARATION OF THE QUOTATION
5	Are you seeking 1 or multiple awardees? In the event of multiple awardees, how would a future allocation of order structure look like?	IAEA reserves the right to award to one or multiple suppliers. Call of orders distribution will remain at the discretion of IAEA, the decision will be based on best value for money at the time of the purchase (quality, delivery time, cost, availability of goods)

6	One of the documents requested concerns: <i>Copy of Commercial Offer without prices (all prices shall be deleted in this document)</i> . What type of information should be included on this form if prices are to be left out?	Please provide any other commercial information available as applicable – excluding prices.
7	Please clarify in which of the two offers (technical or commercial), the following documents should be included: <ul style="list-style-type: none"> ○ Offer submission checklist ○ Past performance experience ○ 3 references ○ Supplier registration form 	Please add these to your technical offer.
8	Would it be possible to share an indication of the countries that the mobile systems are planning to be used? This will also help us quote for the onsite installation (which is an optional field)	Please provide pricing for a worldwide coverage.
9	Regarding the warranty of the system, from what we understood, the system should have one (1) year initial warranty and then as optional, a three (3) year warranty might be purchased (leading to the total warranty of the system in four (4) years. Can you please confirm if my understanding is correct?	Yes. The one (1) year warranty is mandatory. The additional warranty is optional and additional to the first year
10	Can you please share the latest day that we can get back to you with any clarifications? In the document General Instructions for Bidders we saw that “As general rule, no consideration will be given to requests for clarifications submitted in the last week before the closing date” – so based on that I believe that the clarifications are acceptable until 24/11/23?	Correct. 24th November 2023 is the deadline for submission of clarification requests.

RFQ 628139 - Long term agreement for Digital Radiographic Mobile X-ray System — No.4

Clarifications for bidders

	CLARIFICATION REQUEST	ANSWER
1	Could you please share the past procurement statistics of the last 3-5 years and/or otherwise how the tentative quantity of 105 has been determined?	These are estimated quantities based on previous quantities purchased by IAEA. There is no commitment or guarantee from IAEA side to procure these quantities over the duration of the BPA.
2	Please provide a detailed explanation of the requirements for rotating stock. Will an additional 3 units be purchased annually to be stored in the factory's warehouse, or will the factory prepare 3 units of equipment for special situations without additional procurement, and the yearly cost is only the factory's warehouse management fee?	For the rotating stock, you are strongly encouraged to propose a solution with a reduced cost/cost free for IAEA.
3	As the project is scheduled to be executed over seven years, I would like to inquire if the procurement quantity is 15 units per year? Will the procurement process be conducted once annually or at different intervals throughout the year?	Please refer to clarification No1-Q1, No-1-Q3.
4	Regarding shipment, could you please clarify if it is required for the contractor to centrally distribute these 15 units?	The incoterms are FCA supplier's warehouse. Goods will be picked-up and distributed worldwide by the IAEA freight forwarder from any of the supplier's warehouse.
5	I noticed that the specific countries where the project will be implemented have not been finalized yet, with the scope covering all IAEA member states. May I inquire when the list of specific countries is expected to be determined? Once confirmed, would it be mandatory for us to deliver to all the countries on the list, or would we have the flexibility to choose which countries to ship to?	Please refer to clarification No1-Q2, No1-Q4. The BPA aims at providing a worldwide coverage for IAEA Member States. If there are any countries, you are not able to cover please mention it in your proposal.
6	Concerning the warranty of the system, are there any specific requirements regarding the response time for after-sales services? Would it be permissible for the contractor to engage third-party manufacturers to provide after-sales services?	Yes – please refer to the technical specifications point 12.5. Please note that IAEA cannot issue PO to 3rd party manufacturers.
7	Do we provide product prices or storage fees for the rotating stock?	Please see answer above answer to question 2. Please use the commercial offer template accordingly.
8	Since the BPA does not specify the final destination country, if the future destination country is Iran , Russia and etc., which the United States imposes trade sanctions on, our supplier will not be possible to supply its equipment to them. Please kindly confirm if replacement of equivalent brand/model is acceptable in this case.	Please provide as well the one items which could delivery to the countries under sanctions as an alternative option to the main product. Kindly provide for these items as well the supporting documentation for us to evaluate it.

9	My understanding is the terms of delivery is to your warehouse in Vienna, kindly confirm if this is correct. Is the final installation site(s) already known and if yes, can it be shared?	Please see above answer to question 4.
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RFQ 628139 - Long term agreement for Digital Radiographic Mobile X-ray System — No.5

Clarifications for bidders

	CLARIFICATION REQUEST	ANSWER
1	Line 31: here ask for a grid or for software for scatter correction. I highly recommend to erase this specification. The higher number of examinations done with a mobile DR are without grid, so the grid would increase the unit price without any real advantage for the operator. Also the grid could make the manufacturing time of each unit longer... we have 2 disadvantages for no improvement for the users	You can delete this line
2	Line 60: here they are asking for telescopic tube arm, we have fully counterbalanced and articulated, as required in following lines 61 and 62. I kindly ask to clarify this and considering our alternative and equivalent solution.	We are fine with counterbalanced and articulated system as well
3	Line 64: here they are asking for tube arm rotation $\pm 180^\circ$, we have $\pm 90^\circ$ that is the typical rotation for articulated tube arm. I would ask to considering our solution here.	It is technically acceptable
4	Line 77: they ask for lead acid batteries, we have Li-Ion battery package that is better.	Accepted
5	Line 78: the request here is not done with the correct unit of measurement. Please check the reply. Anyway the performances of our battery package are best in class.	Accepted
6	How many flat panel detectors are required?	Two
7	The telescopic arm should this be moving up and down or left and right?	Both are acceptable
8	What's the intended use of the mobile X-ray system? – For example, will it be used for general radiography purposes or for a specific type of projects?	General radiographic purposes in the emergency room, operating theatre, patient bed, etc
9	In what type of locations are the systems going to be used (for example, hospitals, clinics, remote areas etc.)	Hospitals, clinics NOT remote areas
10	4.3.2 detailed technical requirements * anode with dual focal spot Q: Is a single focus spot acceptable? There is no clinical advantage, if the single spot provides the same ranges.	Accepted, provided that they have small and large ranges of focal spot

11	<p>4.2.5 System components and other physical parameter</p> <p>* Frame with column/arm rotation range not less than +/- 180 degrees</p> <p>Q: We assume that this should be +/- 90 degrees otherwise this would be at least a full turn over. Is +/- 90 degrees acceptable?</p>	Accepted
12	<p>4.3.7. Power supply</p> <p>* AC power input to be 120 and/or 220 V +/-10%, 50–60 Hz, single phase, fitted with compatible mains plug</p> <p>Q: Is it acceptable have power connections with 200 – 240 V 50/60 Hz and 100 – 130 V 50/60 Hz No, it's not acceptable</p> <p>* Voltage corrector/stabilizer to allow safe and stable operations at ± 20% of local rated voltage (if necessary)</p> <p>Q: This is a 3rd party item (e.g. an UPS) and no supplier would offer it for worldwide use. Is it acceptable to not offer this item? No, it's mandatory to offer it</p>	
13	<p>6. Packing</p> <p>* Storing and operating environmental conditions</p> <p>Q: Are the following values acceptable?</p> <p>Storage: RH=10 to 75% (non condensing)</p> <p>Operation: T=+10 to +35°C; RH=30% to 75%</p>	Accepted
14	<p>Is the presence of a motor (specification 4.3.6 of “Attachment 1- Technical Compliance Matrix”) a mandatory specification and will the motor be beneficial in the locations where the systems are planning to be used?</p>	It is mandatory to have a motor

RFQ 628139 - Long term agreement for Digital Radiographic Mobile X-ray System—No.6

Clarifications for bidders

- **Specification 4.3.1- “Anti-scatter grid or software for scatter correction (preferable) (if available).” has been removed.**
- **Specification 4.3.2 “two (2) flat-panel detectors: has been added.**

	CLARIFICATION REQUEST	ANSWER
1	Do I need to register on IAEA first?	No. Supplier registration is not mandatory for the bidding process. However, if you are awarded, you must be registered to our supplier portal.
2	For this tender, we as manufacturer will directly part of it?	We can accept the offer from either manufacturers or resellers.
3	Is December 6th, 17:00 CET still the final deadline?	The deadline is extended to 14th December, 2023.
4	<p>Entry into force/ agreement term & termination in BPA template; “This Agreement shall enter into force on the date of the last signature by the representatives of the Parties (hereinafter referred to as “Entry into Force”) and shall remain valid and in force until three (3) years thereafter (“Expiry Date”).</p> <p>The IAEA has the option to extend the Agreement for two (2) further two (2) years periods, each under the same terms and conditions as those of this Agreement. The optional extensions will be implemented through a written notification to the Contractor by the IAEA.”</p> <p>Does this mean that IAEA has the unilateral right to exit the agreement after 3 or 5 years? Or can also the supplier/ vendor step out of the agreement? What are the consequences/ penalties in case of agreement termination by the supplier before contract term expiry?</p>	<p>Yes. The maximum contract duration is seven (7) years. For each extension to the contract, IAEA would contact you to request your agreement to extend the contract with the same term and conditions. If not, we would have to proceed to a BPA amendment or to no extension of it. As this is a BPA without commitment on quantities, the contract can be exited by the supplier anytime if need be, however IAEA would not consider it as good practice and it could have an impact on your overall performance evaluation as an IAEA/UN supplier and on future businesses opportunities with IAEA or other UN agencies.</p>

5	Does the IAEA accept yearly payment of the stocking costs of the reserved units in case of no orders/ call off?	yes, however we would prefer to have it at no cost thus the request for a rotating stock which wouldn't have a cost impact.

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RFQ 628139 - Long term agreement for Digital Radiographic Mobile X-ray System — No.7

Clarifications for bidders

	CLARIFICATION REQUEST	ANSWER
1	Point 4.3.2 - Equipment total weight in the range 100–500 kg •Will an instrument which heavier than 500kg be accepted, e.g. 518 kg?	No, it becomes too heavy
2	Point 4.3.2 - Automatic exposure control facility (preferable) (if available). •Will an instrument without this feature be accepted?	The modern mobile digital systems have AEC
3	For the two required flat panel detectors, under normal circumstances, as long as the battery is charged, it can ensure that the flat panel is always in a ready to use state; So it needs to be confirmed whether a second tablet is still needed in this situation, and if so, what size is needed ?	We need 2 of them in case one is not working for some reason. the second panel should be the same size
4	4.3.4 Displayed and user-adjustable parameters and settings : Digital display of mAs and kV, KAP/DAP and an electronic timer. Is DAP necessary, is it necessary for every X-ray machine?	As per IAEA safety rules yes this is needed.
5	Tube power rating at least 20 kW (measured at 100kVp) : Our mobile XR unit is a very powerful, intuitive state-of-the-art system with more than sufficient power reserves to enable even complex examinations. (obese patients etc.). As the requested kVp range and maximum mAs range is more than “overfulfilled”, we ask for reduction of tube power rating @ 100 kVp to a min. of 16kW?	Not accepted.
6	Motorized movement capable of ascending slope of up to at least 7 degrees from horizontal : Our system guarantees the motorized movement capable of at least 5 degrees in datasheet, but experience has shown that this is just some kind of “restrained” manufacturers statement.	Not accepted

	In practice also higher slopes of e.g. 7 degrees can be overcome as all vendors have similar motorized capabilities.	
7	<p>4.3.4 Displayed and user-adjustable parameters and settings.</p> <p>"The exposure release switch should be detachable, with a cord of at least 5m."</p> <p>be changed to "The trigger for the exposure should be detachable, with a cable of at least 4.5 m in length.</p>	Not accepted
8	Do you require 1 or 2 DR panels. In the specs it says 1 DR panel and in the clarification #5 it says 2 panels?	We require 2 FPs