	UNOP/SSOC/88050/ITB/GOODS/2016-022 -Rebid
	QUESTIONS AND ANSWERS

Procurement Ref: UNOP/SSOC/88050/ITB/GOODS/2016-022 -Rebid

28 October 2016

### **Questions and Answers (Q&A)**

In accordance with the ITB above, attached is the Q & A which is circulated to all participants, irrespective if they raised any query.

This Questions & Answers will form an integral part of the ITB and the resultant contract(s).

#### **1. Important Timelines: (South Sudan Time)**

##### **ITB due date**

Date: **3 November 2016**

Time: 11:00AM South Sudan, Local Time.

##### **Bid Submission:**

Submission can be to our secured email as depicted below;

[ssocbidsfinancial@unops.org](mailto:ssocbidsfinancial@unops.org)

Or hand delivered to the address below;

UNOPS - SSOC  
Behind State Ministry of Physical Infrastructures  
Central Equatoria State  
Juba South Sudan

2. All other Terms and Conditions of the original ITB remains unchanged.
3. This communication should not be construed as an award of contract.

**We look forward to your participation in the above**

**Please complete and return the Acknowledgement attached to confirm;**


- (a) Receipt of the Q & A
- (b) If you intend/do not intend to participate in this tender.

**To all Participants:**

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Invitation To Bid (ITB) for Supply and Delivery of Intermediate Equipments to South, Sudan.


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Invitation To Bid (ITB) for Supply and Delivery of Intermediate Equipments to South, Sudan

**QUESTION AND ANSWER**

Q/N o.	Questions from Suppliers	UNOPS Response
1	We spent significant time , funds and effort to issue the needed bank bid security, which is still valid till the end of the year. Please confirm that you can utilise the existing valid bid security, so we do not have to spend the moneys again	You can request for an extension letter from the bank to much the requirement in the rebid.
2	Transportation cost in this tender is a major components, often exceeding cost of the goods. Additional issue is the security situation in South Sudan – as a result it's impossible to obtain guaranteed reliable insurance rates from trustworthy companies against vandalism, theft, disappearance etc. Will you consider terms – DAP Mumbasa Kenya (closest safe port) and undertake shipping arrangements from there ?	The incoterm for this ITB is DAP Juba and/or DAP Kangi,Western Bahr el Ghazal State)/ Achol Pagong, Warrap State)/ Aluakluak, Lake State)/ Aluakluak Lakes States
3	You plan to allow multiple awards, and still require prices delivered to South Sudan. This makes it impossible to provide proper quotation, because shipping cost highly depend on how many items will go into container. For example : Lot # 8 – self-propelled plate compactor. This is a minor item, about 0.5mx0.5m, costing about 800-1,500\$. If a company is awarded this lot together with other lots, it will fit into container with other goods, and it's shipping cost is negligible. If the lot is awarded by itself, shipping costs will be 6-10,000\$ just to ship this single lot. Therefore, it's impossible for anyone to quote proper price on any lot, without clear understanding which lots in total were awarded, and what will be the optimal packaging arrangement into containers.	Bidders are required to quote for any lot or all the lots, and award shall be per the lowest technically substantial offer per lot. The prices of bids found to be substantially compliant, will be compared to identify the most substantially compliant bid which represents the lowest overall costs to UNOPS
4	Question related to #4 (multiple awards possibility). You are asking as an option to provide pricing for lots delivered to each destination. As explained above, it's impossible to do without knowing which lots were awarded, and calculate how they'll fit into containers.	Bidders must factor in all the cost related to supply and delivery of the lots they are quoting for, and provide DAP prices for the lots they are quoting, award shall be as explained above.
5	Question related to #4 (allowing multiple awards). The lots have to be fully compatible with each other, to ensure proper operations. Trailers, water bowsers, grader must be able to function in tandem with tractor, loader, excavating equipment. Allowing multiple vendors will create a potential for major logistics issues	Lot 1 comprise of items that are interrelated and bidders must quote for all items under this lot to be awarded, however the other lots are not interrelated and any bidder can supply any of them as long as they meet the specifications.

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6	<p>Our factory is delivering over 60,000 tractors every year. Based on our experience, as world's largest tractor manufacturer, we can state that there is a very strong possibility that products from different vendors will be inevitably incompatible:</p> <ul style="list-style-type: none"> <li>i. Different electrical connections, voltages, currents.</li> <li>ii. Different hydraulic connections , oil pressures etc.</li> <li>iii. Different mechanical connections etc.</li> </ul>	<p>Only lot 1 shall be supplied by one company, the rest of the lots can be supplied by various suppliers.</p>
7	<p>When those problem happen in the middle of Europe, the mechanics goes to a nearest farm hardware store to resolve the incompatibility issues. Dealing with the same problem in South Sudan will be extremely expensive and time consuming, as none of the different vendors will have stocked parts stores in South Sudan.</p> <p>When that incompatibility problem will happen, the different vendors will blame each other, stating that their goods are compliant to specs.</p> <p>Even if the implement will connect properly, there are mechanical stresses, geometry of connections etc. So when the equipment will fail, each vendor will blame the other supplier.</p> <p>And the result will be: time and money spent, equipment is not functioning as envisioned</p>	<p>Bidder should specify availability of after sales service and spare parts in South Sudan or East Africa Region</p>
10	<p>#4,5,6 - For our company, if we were to participate in the bid, we would have to state that prices are valid only if we were awarded all of the lots, otherwise shipping calculations, accounting for major part of the costs, will have to be re-evaluated.</p>	<p>Bidder should accept the ITB require including splitting of award before submitting an offer, and they must submit a bid security attached to the ITB as form H</p>
11	<p>Question related to #4. Training. Providing training in South Sudan is challenging, considering security situation, safety issues, unknown travel costs, finding suitable hotel accommodations and their costs. If a bidder is awarded a 5-10,000\$ partial contract (for example Lot #8) – I doubt any company will be willing to arrange even a fully paid training for a relatively small contract. For our company, if we were to participate again in this tender , we would state that training option is valid only if we were awarded a substantial portion of the bid.</p>	<p>Training is a lot of it's own, and it is for all the items in all delivery locations except Juba.</p>

### Acknowledgement

(To be returned by Friday 20 May 2016 via email to, [Jenniferw@unops.org](mailto:Jenniferw@unops.org) cc [EuniceG@unops.org](mailto:EuniceG@unops.org);

1. I.....representing.....confirm  
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**a) We have received the Q&A and will submit our bid by the .....2016 at 11:00am(South Sudan Local Time);**



**b) All other terms and conditions of the original ITB remain unchanged;**

**c) This Q&A will not be construed as an award of contract.**

2. ☐ We intend to participate

3. ☐ We do not intend to participate

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_