

Answers to requests for clarification RFP22-3453

Date: 6 May 2022

1. You have provided a list of items descriptions. However, detailed specifications for each item are required, ex. Parameters, ranges, features, capacities, materials, weights, dimensions (as applicable). Please provide item detailed specifications for the equipment when relevant.

1.1 Can you please elaborate your answer.

Please note that our concern is that it not possible to quote for descriptions only.

As example 'item 10: Microvolume UV-Vis Spectrophotometer' which are the only information we have for this item. The technical data which will allow us to select the correct model to propose are missing i.e the Usage/ Purpose, parameters, ranges, features, capacities/volumes, materials, weights, dimensions (as applicable). This is the case for many other items. Hence, we would like to again request for the technical specifications for the items to be able to quote.

Sorry we cannot give proper reference number or brand for the fairness of the process and also because some equipment references are not define yet. My suggestion is to google the existing description and/or provide different options per item.

2. Please confirm which item will require installation, training and after-sales maintenance?

You can offer installation, training and after-sales maintenance services when relevant. Lab technician hasn't be hired yet so depending on his/her skills, installation, training and after-sales maintenance services will be selected.

2.1 Due to the fact that a number of items may be from Europe and in view of the pandemic situation, please confirm if on-line/ remote training sessions on the installation and on how to operate and maintain the equipment is acceptable.

On-line/ remote training is acceptable but not ideal.

3. Will the tender be awarded on a complete lot basis?

No.

3.1 Do you mean that the award will be awarded on a line item basis?

Do we have to quote for all items or can we make a partial offer?"

Partial bids are accepted.

4. We understand that this is a long-term agreement, can you confirm what is the minimum period of time for which the prices have to be kept unchanged?

The prices should keep unchanged for at least the first year of contract.

In case of renewal, will this be done annually?

The renewal will be done at the end of the first year upon satisfactory results for 1 to 3 additional years.

In case of contract renewal, will you accept price re-adjustments (resulting from the possible increase in the cost of raw materials, cost of production and delivery costs)?

Based on proper and detailed justification, price re-adjustments can be considered.

5. Please confirm that offers for Lot 1 in particular can be accompanied by brochures and/or literatures only. Samples are not necessary and not required. Please confirm

Yes, brochures and/or literatures are acceptable.

6. Your tender document requires next day delivery. This is not possible due to the fact that most of these items are not in any manufacturer or supplier's stock. The evaluation also gives a score for delivery time. In order to obtain maximum points and also to be realistic with the delivery please confirm what is the maximum delivery time accepted which does not lose points in evaluation.

We agree that next day delivery is not possible. The tender document requests an order preparation by the next business day (not delivery).

Considering the current situation, 3-4 months delivery time for sea freight is acceptable and any urgent order could be handled separately in terms of delivery cost.

7. Is the maximum quantity ordered per year the quantity indicated in the price schedule (mostly 1 unit)?

Larger quantity can be ordered.

8. Is there a minimum order quantity/ value of the order established?

With preferred supplier agreements there is no volume commitment, however the minimum estimated quantity is specified in Annexes II-A and II-B.

9. Are the end users based in New Caledonia or they can be any of the 27 members of the SPC?

End users are in New Caledonia only.

10. Does this mean that larger quantities than listed in the price schedule can be ordered?

Yes, larger quantities could be ordered.

11. If items are ordered more than once or by more than one end user, the installation and training become difficult, please confirm whether or not the installation and training are required.

Only one end user and item requiring installation and training will most probably be ordered only once.

12. In the tender instructions, bidders are required to include local taxes, is this for local bidders only or is it for foreign bidders as well? We understand that this project is completely tax exempt, please confirm

We confirm this project is completely tax exempt for import. Please provide tax free quotes.

13. It is not clear what the payment terms are, please let us know what is the payment terms.

Payment will be done once the goods are delivered at their final destination, upon invoice submission.

14. We understand that the intention of this LTA is to pre-select a number of bidders which will then be awarded various items when the end users need these items, without a further tender process. Please confirm if this is correct.

We confirm this is the intention of this RFP. Have a list of technically qualified suppliers available without going through another competitive bidding process or having to obtain comparative quotes from other suppliers.

15. How many suppliers you intend to pre-select? Will the suppliers be selected for each item?

There is no limit in the number of selected suppliers. Suppliers will be evaluated globally and be selected for the whole set of items they proposed.

16. Please let us know if you have a similar LTA in place or this is a completely new approach?

We do not have Preferred Supplier Agreements in place for this kind of goods for the moment.

17. Due to its location, please let us know what is the frequency of flights or ships that connect New Caledonia.

5 flights/week from Tokyo (Japan)
2 flights/ week from Sydney (Australia)
2 flights/ week from Brisbane (Australia)
1 flight/ week from Auckland (New Zealand)
1 flight/ week from Wallis and Futuna
1 flight/ week from Nandi (Fiji)
1 flight/ week from Port Vila (Vanuatu)

We will also have a new direct route from/to Singapore from July 2022.

This information is indicative only and it will depend on the evolution of the borders restrictions.

18. There is also in the information to bidders a paragraph that mentions that the bidders should offer a price for a single unit and a price for several units. Do you mean a discount based on quantity?

Can you please define the categories, say for 1-5 ordered units, for 5 to 10 ordered units and for more than 10 units ordered?

Yes, the idea is to see if suppliers can provide discounts if SPC orders several units.
Categories : where applicable.

19. The clause 8.11 under the instructions to bidders states that bidders must quote by estimated number of working days against fee per day and overall prices for their RFPs on all of the following bases. Can you please explain and clarify the meaning of this clause?

Please provide unit prices for the goods (equipment and consumables) and daily rate for the services (installation, training, maintenance).

20. As we understand that you will order only line by line basis, this will make it irrelevant to calculate the freight on a consolidated basis, say a container because if you will only order 1 line we would not be in a position to have the same price. How is this going to be deal with?

This consideration (of 1 item) will apply only for comparison/evaluation purposes only

21. Are bidders allowed to bid for part of the items listed in one lot?

Yes, partial bids are accepted.

22. Annex VII: Can you please clarify and explain what the following refer to:

- performance of each operation – How the service is rendered
- possible mission costs – Only applicable for equipment to be installed
- management costs – Not applicable