**Responses to Clarification Requests (2nd round) 09.11.2021**

Country: GEORGIA

Name of Project: Integrated Solid Waste Management Programme II Kakheti and Samegrelo-Zemo Svaneti Regions, Georgia

BMZ no.: 2015 68 260

Procurement no. 500775

ICB/G/SZS/Kakheti-01

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| # | Question | Answer |
| 1 | ITB 22.1  The deadline for submission of the bids is:  Date:30th of November  Time: 3PM Georgian time  Q: It is to be submitted in hard copy. With COVID19 and peak time affecting courier services, er experience much longer lead time, therefore, we would like to request, if possible, to have an extension of 2 weeks to 14th of December 2021 | At this stage the extension of the deadline submission is not envisaged*.* |
| 2 | ITB 1.1., page 28  Lot 1:  Waste collection equipment:   * Garbage compaction trucks – 4 (max +1) m3 capacity, 4x4 drive * Garbage compaction trucks – 7 (max +1) m3 capacity, 4x4 drive * Garbage compaction trucks – 13 (max +1) m3 capacity, 4x4 drive * Garbage compaction trucks – 20 (max +1) m3 capacity, 4x4 drive   Street sweeping equipment:   * Large mechanical street sweeper   Equipment for baling and storage facilities, recycling pilot projects   * Baler for cardboard/paper * Pedestrian forklift of handling of bales   Q: We kindly request that the Street sweeping equipment, as well as the Equipment for baling and storage facilities are either:  1) Moved to Lot 2  2) Moved to a separate lot  3) Non-obligatory for Lot 1  This is since the manufacturers of the garbage compaction trucks, do not manufacture the other machines. | Scope of the different lots is fixed and will not be modified during the procurement process. It has to be noted that according to the procurement rules, uncomplete bids have to be rejected from the tender process.  According to Tender document Bidders are allowed to form JV to meet the tender requirements. |
| 3 | Section III. Qualification and Evaluation Criteria, 4.1. similar experience, page 39  For Lot 1: Minimum 2 similar contracts, where Bidder produced and/or delivered waste management vehicles, with minimum value of 4,000,000 EUR  Q: Due to the relatively low unit costs of said equipment, single purchase orders of EUR 4,000,000 or above are very uncommon in the market.  If the value of EUR 4,000,000 of for each contract one contract min this value, we kindly request that the requirement is lower to EUR 3,000,000  If it is combined meaning we demonstrate two contracts with min combined value of EUR 4,000,000 – we do not request to have it lowered. | The requirement for Lot 1 is: Minimum 2 similar contracts, where Bidder produced and/or delivered waste bins and containers with minimum value of 4,000,000 EUR.  It means that the minimum value of 4,000,000 EUR has to be achieved by two contracts in total.  In general the minimum contract value of the references is depending on the estimated contract amount of the current tender and shall prove that the tenderer is economically and technically capable to conduct a contract of this size. |
| 4 | Section III. Qualification and Evaluation Criteria, 4.1. similar experience, page 39  Minimum 1 similar contract, where Manufacturer of the Goods must demonstrate the experience delivering the Goods in OECD member countries  Q: The list of OECD member countries is very short, not entailing Georgia, and not every relevant to this ICB :  <https://www.oecd.org/about/document/ratification-oecd-convention.htm>  We ourselves, as well as the JV partner (Italy) that we intend to partner up with, are specialized in supplying trucks to developing markets such as middle-east, North Africa, i.e markets more similar to Georgia and we find this experience more relevant.  Considering the above we kindly ask this requirements is retracted. | The list of OECD member countries covers currently 38 countries from all continents and all development level.  A modification of this request is not acceptable. |
| 5 | Clar. 1. Page 121, Section VII   1. Lid: dome or flat lid-in-lid, with handle   Please indicate second lid (built in lid) size as it varies between 20cm length to split LID. As we can see these garbage containers are of common urban use. Not intended for bottles or tin jars. We think the extra lid size should not be less than 900X300mm  Clarification provided:  The second lid (built in lid) size should not be less than 900X300mm for the containers used for cardboard collection, and not less than 500x300 mm for containers used for collection of nonrecyclable/household waste.  Second clarification:  **not less than 900X300mm** – it must be second lid size for general waste containers, not for cardboard collection…  Cardboard collection hood size normally is less than 500X300 mm. it is generally much smaller - about 400X70mm, 360X125mm and etc. All manufacturers have different size paper inlet hood. Our suggestion is not to indicate paper inlet size.  Please see below SULO, CONTENUR AND ESE paper  hoods…. | The second lid (built in lid) size should not be less than 900X300mm for the containers used for cardboard collection. |
| 6 | Section III. Qualification and Evaluation Criteria, table 4, 4.1.  A minimum number of similar contracts specified below that have been satisfactorily and substantially completed as Supplier, or joint venture member, during the past 5 years (2016, 2017, 2018, 2019, 2020)  For Lot 1: Minimum 2 similar contracts, where Bidder produced and/or delivered waste management vehicles, with minimum value of 4,000,000 EUR  Q: We think that the logic behind this request is to have a strong supplier in the tender and this is understandable. Although, if the demand stays like it is, no one from Georgian companies can participate in the procurement. Moreover, the demand narrows even international suppliers to the minimum number, because even waste vehicles manufacturers does not have such experience. I order to maintain and follow the goal of this demand, meanwhile adjust it to the real situation and enlarge competitor’s range we sugesst not to limit experience by only waste management vehicles, but allow to use supply containers of any tie of commercial vehicles, special machinery or public transport. Moreover even tender provides explanation of similar contracts as follows: The similarity shall be base on the physical size, complexity, methods/technology and/or other characteristics described in section VII schedule of requirements.  We hope arguments will be accepted the tender document will be amended accordingly. | The requirement for Lot 1 is: Minimum 2 similar contracts, where Bidder produced and/or delivered waste bins and containers with minimum value of 4,000,000 EUR.  It means that the minimum value of 4,000,000EUR has to be achieved by two contracts in total.  In general the minimum contract value of the references is depending on the estimated contract amount of the current tender and shall prove that the tenderer is economically and technically capable to conduct a contract of this size.  The similarity of the requested experience was determined based on the Technical Specifications of the equipment. |
| 7 | Availability of a valid ISO certification as below or internationally recognized equivalent (equivalence to be demonstrated by the Applicant) - Environmental management system (ISO 14001)  Q: ISO 14001 specifies the requirements for an environmental management system that an organization can use to enhance its’ environmental performance. We think that there is no reason for this request for suppliers who are not manufacturers and whose role in this procurement is only supply of goods and related services. Therefore, in our point of view, this demand only reasonable for goods’ manufacturers. We kindly ask to cancel this demand for suppliers who are not manufacturers of proposed goods. The alternative solution might be to allow local suppliers to present a document which proves compliance with Georgian environmental legislation instead of ISO 14001 certification. | Certificates of Quality management system (ISO 9001) and Environmental management system (ISO 14001) are requested from producers (manufacturers) only. In case the bidder is not the producer (manufacturer), the bidder has to present the certificates of the producer (manufacturer) with his bid. |
| 8 | GC 13.1 states that Goods supplied from abroad require vi) an original inspection certificate, issued by the nominated inspection agency and the Supplier’s factory inspection report;  Q: Please specify what does “Original inspection certificate, issued by the nominated inspection agency” mean? When should this type of inspection be done before shipment or after shipment? Who can be such nominated body conducting the inspection and what kind of inspection should be carried out on the goods? | Inspection has to be done before the shipment and should be conducted by a certified expert. The expert shall be nominated by the manufacturer or producer and approved by the Employer before start of inspection.  Content of inspection is as a minimum:  General check if the technical specifications according to ToR are fulfilled, the supply is in good condition, completely functioning and all required spare parts and consumables are included. |
| 9 | ITB 15.1 states: The prices shall be quoted by the bidder in: *€/Euro, exclusive of customs duties, sales and other taxes payable in the Purchaser’s country*  Q: Please clarify VAT issue in case a winner is a resident company. Resident companies are obliged to deliver goods including VAT, therefore in our point of view, it would be reasonable to add VAT for the purpose of the contract for resident companies. | According to GC 17.3  The VAT and the costumes duties will be paid by the Purchaser.  The prices should be indicated excluding VAT. |
| 10 | Bid Security:  Pt. 19.3 of the tender it is stated that it shall be an unconditional guarantee issued by  a reputable bank or financial institution (such as an insurance, bonding or surety company.  In BDS – re ITB 19.1 it state that it must be issued by a bank    Question: Will an unconditional Guarantee issued by **an insurance company (financial institution)** and issued using the Bid Security form in Section IV Bidding forms, be accepted? | NO, an unconditional Guarantee issued by an insurance company will not be accepted. |
| 11 | Lot 2 you require RAL GZ 951/1 quality standard  Q: If we will have a certificate issued by TUV Rheinland  LGA Products GmbH   for RAL GZ 951/1 quality standard,  will it be accepted ? | We are requesting RAL GZ 951/1.  Further is a subject to evaluation by the evaluation committee. |
| 12 | We already have clarification about certificates and it is as bellow:  “Certificates of Quality management system (ISO 9001) and Environmental management system (ISO 14001) are requested from producers only. In case the bidder is not the producer, the bidder has to present the certificates of the producer with his bid  Please let us know if certificates presentation request refers to Uniforms for field workers (LOT II) or only for main products (waste containers? As this kind of uniforms generally are produced locally, not imported. Local fabrics are not requested and/or certified acc. of ISO. | ISO 9001 and ISO 14001 is requested only for the main products (waste containers) |
| 13 | In Section III Qualification and Evaluation Criteria is requested presentation of (4.1) Minimum 1 similar contract, where Manufacturer of the Goods must demonstrate the experience delivering the Goods in OECD member countries  Please let us know if such experience presentation request refers to Uniforms for field workers (LOT II) or only for main products (waste containers? As this kind of uniforms generally are produced locally, not exported. Local fabrics mainly are not capable to export the goods. | OECD experience refers only to the main products (waste containers) |
| 14 | In Section III Qualification and Evaluation Criteria are requested Certificates 5.4: “Availability of a valid ISO certification as below or internationally recognized equivalent (equivalence to be demonstrated by the Applicant)  Quality management system (to ISO 9001)  Environmental management system (ISO 14001)  Can ГОСТ Р ИСО 14001-2016 (GOST R ISO 14001-2016) be counted as an equivalent of ISO 14001? As GOST is Russian national standard… | Equivalent must be demonstrated by the Applicant.  Submitted standards by the Applicants will be evaluated by the evaluation committee. |