**Responses to Clarification Requests (3rd round) 18.11.2021**

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

**General Comment regarding Technical Evaluation:**

The technical evaluation shall be conducted based on a thorough comparison of the Bidder’s offered specifications against the Purchaser’s required specifications, using the following four (4) evaluation terms: **comply** (an item complies with, or exceeds, the Purchaser’s specifications; the classification ‘exceeds specification’ shall be used rational and an excessive over specification, e.g. in terms of capacity, size, power, shall not be considered and accepted), **acceptable** (an item does not fully comply with the Purchaser’s specifications, has minor deviations, but fulfills perfectly well the intended purpose), **borderline** (an item deviates considerably from the Purchaser’s specifications, but may just be considered for the purpose intended; this classification is not permitted for major items), and **not comply** (an item deviates to an extent not suitable for the intended purpose).

Based on above mentioned all Bidders technical and financial proposals which passed the qualification criteria will be evaluated by the Evaluation Committee, including deviations from the Purchaser’s required specifications and sufficient decisions will be made.

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| # | Question | Answer |
| 1 | Question #1  LOT 1, Position #1 (*Garbage compaction trucks - 4 (max. +1)m3 capacity, 4x4 drive )*, item: 1.1  In the main dimensions is indicated “Gross Combination Weight” – We think that there is non-proper wording and shall be “Gross Vehicle Weight”. The same comment applies to all vehicles in LOT1. Please confirm.  Besides, we think that limiting maximum GVW is not reasonable or at least it shall be limited by 11 T, which broadly accepted GVW for 4x4 trucks among European chassis manufacturers | Gross Combination Weight refers here to the weight of vehicle and any other adds-on, which is equivalent to GVW.  Trucks with GVW slightly higher than 10 Tons (ex. 11 Tons) will be evaluated by the Evaluation committee. Please refer to general comment regarding Technical Evaluation. |
| 2 | Question # 2  LOT #1 position #1 (*Garbage compaction trucks - 4 (max. +1)m3 capacity, 4x4 drive )*, item 1.1  The required payload range is 2600-4000 kg. Our truck chassis payload is 4267 kg. We think it will be reasonable to increase maximum payload range or set only minimum allowed payload. | Please refer to general comment regarding Technical Evaluation. |
| 3 | Question # 3  LOT 1, Position #1 (*Garbage compaction trucks - 4 (max. +1)m3 capacity, 4x4 drive )*, item # 1.4, required is automatic or semi-automatic transmission. We kindly ask to allow Manual (mechanical transmission). We have automatic transmission on our vehicle, but there is no possibility for gear-box PTO which is highly desirable for compaction body.  Hope our request will be accepted. | Please refer to general comment regarding Technical Evaluation. |
| 4 | Question # 4  LOT 1, Position #1 (*Garbage compaction trucks - 4 (max. +1)m3 capacity, 4x4 drive )*, Item 1.5.  Required is extra heavy duty axle front and rear. Our truck has independent front suspension ( not a rigid axle, although this suspension is calculated according to vehicle’s payload and designed for usage in OFF Road conditions. Please clarify if such solution in front of chassis is acceptable for you. | Please refer to general comment regarding Technical Evaluation. |
| 5 | Question # 5  LOT 1, Position #1 (*Garbage compaction trucks - 4 (max. +1)m3 capacity, 4x4 drive )*, Item 1.8  Required is Batteries 12 V, 160 AH. Our truck has battery with 110 AH, which is a enough capacity for the purpose of the vehicle.  In the same item required capacity of Alternator is 14 V and 50 amp. We have the alternator 12 V and 180 Amp.  We kindly ask to amend both position. | Please refer to general comment regarding Technical Evaluation. |
| 6 | Question # 6  LOT 1, Position #1 (*Garbage compaction trucks - 4 (max. +1)m3 capacity, 4x4 drive )*, Item 2.1  Required is compactor body 4 m3 (1.4 – 2 t) at the same type required is Rear loading hopper capacity 1.0 m3 (minimum).  Please take into consideration that if the compactor needs a hopper than its weight will be around 3 t, so more than demanded 1.4-2 t.  In general for such small size garbage compactors the hopper is not required. There shall be bin lifter, pressing plate (shovel) and unloading will happen by tipping the body. Here is a sample photo of such compactor:    **We kindly ask to clarify the hopper is needed or not. If the hopper is needed than it needs to modify compactor body weight.**  **If hopper is not needed, than sections about hopper shall be removed and unloading method shall be amended.**  **2.1. Main characteristics**  Compactor body with hopper for rear loading of waste, with safety and design requirements according to EN 1501-1 and EN 1501-5 standards.  Compactor body capacity: 4 m3 (1.4 - 2 tons)  Compaction ratio: 1 : 3 (minimum)  The compactor body is fixed onto the truck’s chassis using suitable brackets and fastening screws, fully complying to the truck manufacturer’s instructions  Rear loading hopper with hydraulically bin lifting arrangement at rear for 1,100, 360, 240, and 120 litre containers/bins  Rear loading hopper capacity: 1.0 m3 (minimum)  Hopper operation:  -the system is equipped with emergency stop and cabin Buzzer for safety  -the operational control is placed on driver side of hopper with proper weather protection  Rear view camera for the driver  Ejection/hopper lift: Solenoid Valve with safety relief valve for operation from hopper side for Press & Pack cylinders and on driver side of chassis for Dumping / Ejection operation  Compactor unit to be corrosion resistant | The compactor body need to include a loading hopper even if the weight of the compactor body is increased.  Further will be evaluated by the evaluation committee. Please refer to general comment regarding Technical Evaluation. |
| 7 | Question # 7  LOT 1, Position 2 (Garbage compaction trucks – 7 (max. +1) m3 capacity), Item 1.1 Required maximum width is required 2.4 m. Our truck has 2.46 m.  Please allow maximum width up to 2.5 m.  Ground clearance is required 190 mm. Our truck has minimum ground clearance 170 mm. Please amend requirement to minimum ground clearance 170 mm.  Required is Gross combination weight is required 9000-13000 kg. We think there is a mistake and shall be gross vehicle weight. Please amend the requirement.  Maximum payload is required 6000 kg. Our truck (chassis) has maximum payload 8070 kg.  We think it will be reasonable if you amend requirement and will only fix the minimum possible payload. | Please refer to general comment regarding Technical Evaluation. |
| 8 | Question # 8  LOT 1, Position 2 (Garbage compaction trucks – 7 (max. +1) m3 capacity), Item 1.6  Required Drum type park/emergency system. Our Truck has Disc type system. We kindly ask to amend the requirement and allow Disc type as well. | Please refer to general comment regarding Technical Evaluation. |
| 9 | Question # 9  LOT 1, Position # 2 ( Garbage compaction trucks – 7 (max. +1) m3 capacity), Item 1.7  Required is all steel day cab of welded construction. In modern cab’s all leading manufacturers are using combination of steel and sheet moulding compound parts with aim to decrease of kerb weight and increase of payload. Although the frame of the cab certainly is welded steel construction, in accordance to all current European regulations.  We kindly ask to modify your request as follow: Day Cab; The frame of the Cab shall be made from steel, welded construction. | Please refer to general comment regarding Technical Evaluation. |
| 10 | Question # 10  LOT # 1, Position # 2 (Garbage compaction trucks – 7 (max. +1) m3 capacity), Item 1.8  Required is System voltage 12 Volt – In our case system voltage is 24 V. Please amend the requirement and set 12 V as minimum system voltage.  Alternator capacity is required 14 V. We think it is a mistake. Our alternator has 24 V. In our point of view would be reasonable if you set minimum requirement 12 V. | Please refer to general comment regarding Technical Evaluation. |
| 11 | Question # 11  LOT 1, Position #3 (Garbage compaction trucks –13 (max. +1) m3 capacity), Item 1.1  Instead of gross combinations weight shall be gross vehicle weight. Besides, if you mean Gross Vehicle Weight, we kindly ask to define maximum at 19,000 kg, which is widely accepted standard among leading manufacturers. Please amend.  Maximum payload is requires 10,000 kg. Normally chassis with GVW 18000 kg have payload more than 10,000 kg. For example our truck chassis has payload 12750 kg. We kindly ask either to extend maximum payload or set only minimum payload. | Please refer to general comment regarding Technical Evaluation. |
| 12 | Question # 12  LOT 1, Position #3 (Garbage compaction trucks –13 (max. +1) m3 capacity ), Item 1.6  Required Drum type park/emergency system. Our Truck has Disc type system. We kindly ask to amend the requirement and allow Disc type as well. | Please refer to general comment regarding Technical Evaluation. |
| 13 | Question # 13  LOT 1, Position # 3(Garbage compaction trucks – 13 (max. +1)m3 capacity ), Item 1.7  Required is all steel day cab of welded construction. In modern cab’s all leading manufacturers are using combination of steel and sheet moulding compound parts with aim to decrease of kerb weight and increase of payload. Although the frame of the cab certainly is welded steel construction, in accordance to all current European regulations.  We kindly ask to modify your request as follow: Day Cab; The frame of the Cab shall be made from steel, welded construction. | Please refer to general comment regarding Technical Evaluation. |
| 14 | Question #14  LOT # 1, Position # 3, Garbage compaction trucks – 13 (max. +1) m3 capacity Item 1.8  Required is System voltage 12 Volt – In our case system voltage is 24 V. Please amend the requirement and set 12 V as minimum system voltage.  Alternator capacity is required 14 V. We think it is a mistake. Our alternator has 24 V. In our point of view would be reasonable if you set minimum requirement 12 V | Please refer to general comment regarding Technical Evaluation. |
| 15 | Question # 15  LOT 1, Position 4 (Garbage compaction truck 20 m3 capacity), item 1.1  a) Required is drive type 4x2; With our experience, the best possible wheel formula for 20 m3 garbage compactor is 6x2, considering payload and load distribution on axles. AT the same time, 4x2 is totally non useful in this particular case. We suggest to amend this demand from 4x2 to 6x2.  b) AT the same time, maximum gross vehicle weight shall be amended as minimum 25 T. | Please refer to general comment regarding Technical Evaluation. |
| 16 | Question # 16  LOT 1, Position 4 (Garbage compaction truck 20 m3 capacity), Item 1.6  a) Required Drum type park/emergency system. Our Truck has Disc type system. We kindly ask to amend the requirement and allow Disc type as well.  b) After amending wheel formula in item 1.1 from 4x2 to 6x2, the wheels on the chassis shall be as follow: 2 front wheels, 4 on driving axle and 2 on idle axle (totally 8 on truck), 1 spare wheel. Please consider. | Please refer to general comment regarding Technical Evaluation. |
| 17 | Question # 17  LOT 1, Position 4 (Garbage compaction truck 20 m3 capacity), Item 1.7  Required is all steel day cab of welded construction. In modern cab’s all leading manufacturers are using combination of steel and sheet moulding compound parts with aim to decrease of kerb weight and increase of payload. Although the frame of the cab certainly is welded steel construction, in accordance to all current European regulations.  We kindly ask to modify your request as follow: Day Cab; The frame of the Cab shall be made from steel, welded construction. | Please refer to general comment regarding Technical Evaluation. |
| 18 | Question #18  LOT # 1, Position 4 (Garbage compaction truck 20 m3 capacity), Item 1.8  Required is System voltage 12 Volt – In our case system voltage is 24 V. Please amend the requirement and set 12 V as minimum system voltage.  Alternator capacity is required 14 V. We think it is a mistake. Our alternator has 24 V. In our point of view would be reasonable if you set minimum requirement 12 V. | Please refer to general comment regarding Technical Evaluation. |
| 19 | Question #19  LOT 1, Position # 5 (Large Mechanical Sweeper), item 1.3  Please extend allowed GVW to 19 T, which is widely acceptable standard among leading European manufacturers.  There is a mistake in drive axle formula, it shall be 4x2 instead of 2x4. | Drive axle formula should be 4x2.  Please refer to general comment regarding Technical Evaluation. |
| 20 | Question #20  LOT 1, Position # 5 (Large Mechanical Sweeper), item 1.6  a) Required is all steel day cab of welded construction. In modern cab’s all leading manufacturers are using combination of steel and sheet moulding compound parts with aim to decrease of kerb weight and increase of payload. Although the frame of the cab certainly is welded steel construction, in accordance to all current European regulations.  We kindly ask to modify your request as follow: Day Cab; The frame of the Cab shall be made from steel, welded construction.  b) Required is tilting angle 65 degree. Our chassis cab has tilting angle 60 Degree, at the same time, there no obstacle to reach service points. We kindly ask to define minimum tilting angle 60 Degree instead of 65. | Please refer to general comment regarding Technical Evaluation. |
| 21 | Question # 21  LOT # 3, Pick up Trucks  In general description, the requirement is following “Standard commercially-available, left-hand drive, four wheel drive, double cabin pickup, with a payload capacity of minimum 1,000 kg.” Which means that you demand 4x4 wheel formula, while all further technical specifications says that you require not a standard pick up truck (for example like Ford Ranger, Toyota Hilux, Mitsubishi L200), but a small cargo truck with crew cab. Is it mandatory demand “all wheel drive” or it is a typing error and 4x2 truck is also allowed? | The desired drive formula for the pickup truck is 4x4 as they need to drive on poor quality roads.  Further will be evaluated by the Evaluation Committee. Please refer to general comment regarding Technical Evaluation. |
| 22 | Page 79, Section VII (1.1), Page 87, Section VII (1.2), Page 94, Section VII (1.3), Page 101, Section VII (1.4).  Gross Combination Weight  Request: Please clarify the definition of “Gross Combination Weight”.  Abbreviation GCW (Gross Combination Weight) is used for towing trailers/semi-trailer units, while for the rigid units like garbage compactors is used GVW (Gross Vehicle Weight), which includes vehicle weight + Body weight +cargo weight. | Gross Combination Weight refers here to the weight of vehicle and any other adds-on, which is equivalent to GVW. |
| 23 | Page 79, Section VII (1.1),  Requested Gross Combination Weight: 5,000 - 10,000 kg;  Request: We have a product with GWV 12 000 kg. this product responds to the technical requirements of the tender, while having more GVW,  which can be considered as an advantage of the product.  In order to increase competition, please increase the GVW range from 5,000 - 10,000 kg; To 5,000 - 12,000 kg; | Please refer to general comment regarding Technical Evaluation. |
| 24 | Page 81, Section VII (1.1) Page 88, Section VII (1.2)  1.6. Brakes and wheels:  Requested brake system: Heavy duty brakes, vacuum Hydraulic  Request: In the vehicles with required capacity, different manufacturers are using different brake systems. Most of them are pneumatically operated, dual circuit with spring actuated parking brake on rear wheels.  Please accept the following brake system as well: pneumatically operated, dual circuit with spring actuated parking brake on rear wheels.  1.6. Brakes and wheels:  Park/Emergency System: Drum  Request: Park/Emergency System could be on disc rotors, which is more modern and effective solution than drum brakes.  Please accept the following brake system as well: Disc rotors;  The requested changes will increase the competition in the tender and at the same time both of them are equal or better solutions of the brake systems used by leading vehicle manufacturers. | Please refer to general comment regarding Technical Evaluation. |
| 25 | Page 81, Section VII (1.1), Page 88, Section VII (1.2), Page 95, Section VII (1.3), Page 103, Section VII (1.4),  1.8. Electrical system  System voltage: 12 Volts, negative earth  Battery: 12 V, 160 Ah capacity or more  Alternator capacity: 14 V, not less than 50 amp  Question: Requested voltage (12V) is only available in vehicles with GVW 5000kg and lower. All truck manufacturers with more than 5000kg Gross vehicle weight use 24 Volt system.  Request: Please change: System voltage, Battery, Alternator capacity requirements to 24V, 24V and 28V accordingly. | Please refer to general comment regarding Technical Evaluation. |
| 26 | Page 95, Section VII (1.3) Page 102, Section VII (1.4)  1.6. Brakes and wheels:  Requested brake system: Heavy duty brakes, vacuum Hydraulic  For vehicles, more than 12 000 kg GVW requires pneumatically operated, dual circuit spring actuated parking brake on rear wheels, for the security reasons. vacuum Hydraulic system is used for relatively small capacity vehicles.  Park/Emergency System: Drum  Park/Emergency System could be on disc rotors, which is more modern and effective than drum brakes.  Please accept above options in the tender. | Please refer to general comment regarding Technical Evaluation. |
| 27 | Page 101, Section VII (1.4)  Gross Combination Weight: 14,000 - 20,000 kg  Permissible Body + Payload: 7,000 - 14,000 kg  Drive type: 4x2 (left hand drive)  Question: Requested “GVW” and “drive type” parameters are not suitable for 20m3 Garbage compaction truck. Maximum garbage compactor volume for the chassis with above mentioned parameters is 16 m3.  20m3 garbage compactor vehicle should have at least 10 000 – 12 000 Kg Payload, which is only possible for 6X2 – 6X4 Drive type and 25 000 - 26 000 Kg GVW vehicles.  Request: Please change the Drive type to 6x2 or 6x4;  Please change the GVW/GCW to 25,000 – 26,000 kg. | Please refer to general comment regarding Technical Evaluation. |
| 28 | Questions about Payment for Goods supplied from abroad:  Payment of foreign currency portion shall be made in EURO in the following manner:  (i) Advance Payment2: Thirty (30) percent of the Contract Price shall be paid through the payment method stipulated above within thirty (30) days of signing of the Contract by both parties, against submission of a satisfactory Performance Guarantee, and upon submission of a claim and a satisfactory Advance Payment Guarantee for equivalent amount valid until the Goods are delivered to the final destination(s); guarantees shall be in the form provided in the bidding documents;  **It is clear.**  (ii) On Delivery: Fifty (50) percent of the Contract Price of the Goods delivered and Related Services provided shall be paid through the payment method stipulated above within thirty (30) days from inspection of the Goods by the Purchaser (typically done after release of the goods from customs), upon (i) submission of documents specified in GC Clause 13, (ii) presentation of the Purchaser’s inspection certificate, and (iii) subject to a satisfactory Performance Guarantee; together with this payment the Advance Payment Guarantee shall be released; and  (iii) On Acceptance: Twenty (20) percent of the Contract Price of Goods and Related Services received shall be paid through the payment method stipulated above within thirty (30) days of receipt of the Goods and completion of the Related Services at the final destination(s) upon submission of claim supported by the provisional acceptance certificate issued by the Purchaser [which shall be issued by the Purchaser within fifteen(15) days from the successful distribution/installation/commission/training (whichever is the latter)], and subject to a satisfactory Performance Guarantee covering the warranty period.  **Question 1.** Please explain difference between (ii) and (iii) part payment. As we see:  Both have to be done after goods arrive in purchaser’s country;  Both will to be done after inspection of the goods by the Purchaser;  Only difference between above mentioned (ii) and (iii) payments (f.e. in case of waste containers) that (ii) payment – 50% will be done before containers will be assembled and distributed…OR? and the rest 20 % will be done after “Related Services at the final destination”, OR?  **Question 2**. Please also make clear in case of partial delivery, (ii) and (iii) part payments percentage will be calculated from the delivered goods price?  **Question 3.** How Advance Payment Guarantee will be released in case of partial delivery? | **Answer to question 1:** The second payment (50%) will be paid on delivery of the goods, after submitting performance guarantee, all requested documents listed in GC clause 13 and when the goods be release from the customs.  Third payment (20%) will be paid on acceptance, after assemble of the goods, tenting, inspecting, training will be done, to sum up, when full service will be done and final hand-over agreement will be signed.  **Answer to question2:** Yes, correct part payments percentage will be calculated from the delivered goods price.  **Answer to question 3:** Depends on the number of partial deliveries. Percentage to deduct Advance payment will be calculated based on the number of partial deliveries of the goods, in a way that the for the last part of delivery of the good full advance payment should be released. |
| 29 | lot 1 for 4x2 truck with 20+1 m3 garbage vehicle, as all our manufacturers say it is impossible to attach 20+1 garbage collection on 4x2 chassis because of weight distribution. So can we offer 6x2 and change the specification?  Because in specification it is required 4x2 chassis, and Compactor body capacity: 20 (max. +1) m3 (7.0 - 10 tons), which is impossible on 4x2, it should be 6x2 or 6x4.  Please check if something is wrong with specification. | 4x2 chassis is a minimum requirement.  Please refer to general comment regarding Technical Evaluation. |
| 30 | Lot one, delivery time, all our suppliers are complaining regarding delivery time . do you consider any extension of delivery time for Lot one ? | No extension related to delivery time for Lot 1 is envisaged at this stage. |
| 31 | Lot two, you require a letter from our bank (free format) liabilities for 2 000 000 EURO, our question is, can liability be property or bank loan? or it must be frozen cash on account . | Liquidity can be demonstrated by submitting letter from Bank indicating information about Bidder’s cash amount or credit line. |