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

**Contract Title: Supply of Equipment for Landfill in SZS and Long- Distance Equipment for Transfer Stations**

**KfW No.: 500774**

**ICB No.: ICB/G/ZSZ/02.1**

**Statement of Bidders' Inquiries and the Responses**

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| **S.N.** | **Bidders' Inquiries** | **The Responses** |
| 1 | **1**. Section III. Qualification and Evaluation Criteria 4.1 Similar Experience.A minimum number of two (2) similar contracts under each Lot with a value specified below that have been satisfactorily and substantially completed as Supplier, or joint venture member, during the past 5 years (2018, 2019, 2020, 2021, 2022)For Lot 1: two similar contracts of EUR 1,300,000 for each.For Lot 2:  two similar contracts of EUR 650,000 for each. The required similar contracts must include at least one contract delivered in OECD member countries where the Manufacturer of the Goods must demonstrate experience delivering the Goods in these countries.**Clarification Request:**We kindly request clarification regarding the OECD member country requirement.As we understand it, this requirement is intended to apply to the Manufacturer of the Goods, and we believe it is irrelevant for bidders who are not the manufacturer themselves. | Refer to Addendum No. 1 to the bidding documents. |
| 2 | Section III. Qualification and Evaluation Criteria 5.4 CertificatesAvailability of a valid ISO certification as below or internationally recognized equivalent (equivalence to be demonstrated by the Applicant)Quality management system (to ISO 9001; 2015)Environmental management system (ISO 14001: 2015)**Clarification Request:**the requirement stipulates the need for bidders to provide evidence of a valid ISO 14001:2015 certification, which specifies the requirements for an environmental management system. We understand the importance of environmental standards; however, we seek clarification on this requirement, especially for local suppliers who are not manufacturers of the goods and whose primary role is to supply the goods without direct involvement in the manufacturing process, therefor this requirement is mandatory for the manufacturer of the goods, not the supplier. | Refer to Addendum No. 1 to the bidding documents. |
| 3 | Section VII. Schedule of Requirements LOT 1 TIPPER TRUCK; LOT 1 Pickup trucks (flatbed truck) with canvas tent; LOT 1 PICKUP CHASSIS AND CABIN; LOT 1MINIVAN – 8 SEATS; LOT 2 Landfill Waste Compactor; LOT 2 Bulldozer; Wheel Loader, Landfill.To meet the European specifications EURO standard for efficiency and emission, the edition in force at the deadline for the submission of the tender.**Clarification Request:**to ensure accurate compliance with the tender's requirements, we kindly request clarification on whether the "edition in force" refers to the EURO standard edition in force within the European Union or if it specifically aligns with the EURO standard edition in force within Georgian territory.This difference is crucial as it may impact the availability and suitability of certain equipment and technologies within the Georgian market. | The current edition of the EURO Emission Standards in force within the European Union at the deadline for the submission of the tender. |
| 4 | 4.1 Similar ExperienceA minimum number of two (2) similar contracts under each Lot with a value specified below that have beensatisfactorily and substantially completed as Supplier, or joint venture member, during the past 5 years (2018, 2019, 2020, 2021, 2022)For Lot 1: two similar contracts of EUR 1,300,000 for each.For Lot 2: two similar contracts of EUR 650,000 for each.The required similar contracts must include at least one contract delivered in OECD member countries where the Manufacturer of the Goods must demonstrate experience delivering the Goods in these countries.Question 1While the similar experience requires the supplier to have at least 2 similar contracts, the last paragraph states that the similar contracts must include at least one contract delivered in OECD countries, where the manufacturer of the must demonstrate experience delivering the Goods in these countries. As the supplier and manufacturer may refer to different legal entities if the manufacturer is not participating in the tender themselves, please correct this requirement and if the supplier is not a manufacturer, remove the liability to provide a contract demonstrating delivery experience in OECD countries.  | Refer to Addendum No. 1 to the bidding documents. |
| 5 | For each product the technical requirement states:Environmental classification: To meet the European specifications EURO standard for efficiency and emission, the edition in force at the deadline for the submission of the tender.Question 2Please confirm if this requirement means that the EURO 6 and Stage V regulation standards compliance are required accordingly for diesel trucks (in LOT 1) and for special machinery (in LOT2). | Please see the response to Query No. 3 above. |
| 6 | ITB 17.2 (a) Manufacturer’s authorization is required for all equipment items under the two (2) Lots asdefined in Section VII, Schedule of RequirementsQuestion 3Manufacturer’s authorization is required for all items in both LOTs, but the LOT1 contains the products belonging to different product segments (trucks, pick-ups, water and fuel tanks), which means that none or maybe only one company in Georgia would comply to the requirement at the moment. Please consider splitting the LOT1 into product groups as described above, or consider removing the Manufacturer’s authorization request for pick-up trucks and water/fuel tanks. | The Manufacturer’s authorization is required for all items under the two lots.  |
| 7 | Section VII. Schedule of Requirements HOOK LIFT TRUCKSHook-lift truck, 3 axle, 6x4, hook lift system suitable for 30 m3 and 35 m3 roll-on/roll-off container.Our request for consideration pertains to the specified chassis configuration, which utilizes a 6x4 wheel formula. While this configuration indeed offers enhanced features suitable for complex working and road conditions, we would like to highlight certain factors that result in increased self-cost and exploitation expenses:* Constant engagement of two rear drive axles leads to increased fuel costs, accelerated wear and tear on components, added expenses for complex blocking and suspension systems, and higher requirements for spare parts.
* Limited wheel range and rear suspension can restrict the mounting length of the chassis, potentially impacting the versatility of the vehicle.
* High clearance, while beneficial in certain contexts, may lead to increased fuel consumption, which can be a concern under normal operating conditions.
* Additional non-essential components and parameters designed for extreme conditions may not be necessary for typical use.

Our proposal is as follows:**Consideration of a 6x2 Chassis Configuration:**We kindly request that you consider allowing an alternative chassis configuration with a 6x2 wheel formula for the hook-lift trucks. This adjustment could provide several advantages, including:* Reduced self-cost of the product by eliminating the need for constant engagement of two rear drive axles.
* Avoidance of unnecessary expenses associated with complex blocking and suspension systems.
* A potential increase in the length of the installation site, simplifying cargo handling and accommodating larger volume containers.
* A relatively low clearance (270-280 mm) that promotes economical fuel consumption.

We base this proposal on our extensive experience working with your organization, which has given us insights into your specific exploitation requirements. We believe that the proposed chassis configuration can fully meet these requirements while potentially offering cost and operational benefits. | The hook lift trucks will drive on the landfill as well to reach the unloading zone. Especially during winter season poor driving conditions at the landfill must be expected.Hence for the hook-lift trucks 3 axles, 6 x 4 are required.Hook-lift trucks with 3 axles 6 x 2 will not be accepted. |
| 8 | Section VII. Schedule of Requirements HOOK LIFT TRUCKSOverall height: 3.0 m or lessThe requirement states that the total height should not exceed 3 meters, and we kindly request clarification on the specific aspects of this limitation:1. **Clarification on Height Limitation Scope**: Does the specified height limitation of 3 meters apply exclusively to the height of the cabin, or does it encompass the superstructure as well

Our concern arises from the fact that a limitation of 3 meters for the cabin alone may pose challenges for most suppliers. Trucks configured with a 6x4 setup are typically used for heavy-duty road operations and often have a considerable ground clearance. As a result, the total height, including the highest point of the cabin, frequently exceeds 3 meters.In light of this, we kindly propose increasing the limitation to at least 3.3 meters if it applies solely to the cabin height, to ensure that a wider range of suitable vehicles can be considered.1. **Clarification on Total Height Including Superstructure**: If the specified height limitation of 3 meters includes the superstructure, it becomes impractical for any supplier to meet this requirement. In our experience, the total height, including the container or superstructure, typically ranges closer to 4 meters.

Considering this, we propose increasing the height restriction to a more realistic range of 4-4.3 meters. This adjustment aligns with the legislation of Georgia on the maximum permissible height of motor vehicles, which states a maximum height of 4.00 meters, or 4.30 meters in the case of transporting a car carrier or container.We believe that these proposed modifications will enable suppliers to provide suitable vehicles that adhere to both the tender requirements and Georgian legal standards on vehicle height. | Refer to Addendum No. 1 to the bidding documents. |
| 9 | Section VII. Schedule of Requirements HOOK LIFT TRUCKSGround clearance: 350 mm (approx.)Could you please confirm whether the specified clearance measurement of "350 mm (approximately)" is intended to be an average clearance measurement that considers both front and rear clearances?Understanding whether this measurement represents an average value would greatly assist us in ensuring that our proposed vehicles meet the specified clearance requirements. If the data is averaged, it should generally align with the clearance values of most vehicles available in the market. | Clearance measurement of 350 mm (approximately) means:350 mm +/- 10 % for front clearance350 mm +/- 10 % for rear clearance |
| 10 | Section VII. Schedule of Requirements TIPPER TRUCK1.1 General FeaturesFor internal waste and soil transports a tipper truck is needed. 1 closed water container in order to sprinkle access and internal roads.**Clarification on the Function of the Water Container**:Could you please specify the intended function of the water container? Is it intended for rinsing tires, watering the road cover, or serving another purpose?Understanding the primary function of this device is crucial for us to provide the appropriate equipment that aligns with the tender's objectives. Furthermore, it is essential to receive detailed parameters and specifications for this device to ensure that it meets the specific requirements.**Additionally, we would like to raise the following concern**:In our assessment, it may be challenging to accommodate an additional device for either tire rinsing or road watering on the chassis due to the limited available space. Both systems typically require not only a water reservoir but also the installation of a pump, hydraulic or electrical equipment, and other necessary tools.We kindly request that you provide further details on the intended purpose, parameters, and specifications of the water container, as well as any additional requirements or considerations related to its installation. This information will enable us to make informed decisions regarding the provision of this equipment. | Specifications for the water tank on hanger are given under Lot 1.7 of the Technical specifications.Main purpose of the water tank is sprinkling of the access road. Hence the tank shall be equipped with a sprinkling beam with valve (manual) at the rear of the tank.Installations other than described in the technical specifications under Lot 1.7 are not foreseen.  |
| 11 | Section VII. Schedule of Requirements TIPPER TRUCK1.6 Cabin ROPS (Roll Over Protection System) and FOPS (Falling Objects Protection System).ROPS (Roll Over Protection System) and FOPS (Falling Objects Protection System) are required for a tipper truck.While we understand that ROPS and FOPS systems play a crucial role in ensuring safety for specialized equipment operating in hazardous environments like quarries or complex construction sites, we believe it is necessary to revisit this requirement for tipper trucks. Unlike specialized equipment, tipper trucks operate in conditions that, while demanding, do not pose the same level of inherent danger to human health and safety.**Our request is as follows**:Exemption from ROPS and FOPS Requirements for Tipper Trucks:Given the nature of tipper truck operations, which typically do not involve the same level of risk as specialized equipment, we kindly request that you consider exempting tipper trucks from the mandatory installation of ROPS and FOPS systems.By removing this requirement, we can simplify the equipment configuration, avoid unnecessary chassis modifications, maintain the full loading area of the chassis, and reduce the overall cost of the product. This would align with the specific operational needs and cost-efficiency considerations associated with tipper trucks.We kindly request your consideration of this proposal to enhance the efficiency and cost-effectiveness of acquiring tipper trucks. | The main purpose of the tipper truck is the daily transport of cover soil to the landfill operation area with slopes and non-stabilised areas. Hence the ROPS and FOPS system must remain in the requirements as specified under Lot 1.6  |
| 12 | Following the technical specification for the vehicles under LOT 1 (Items 1.1, 1.4, 1.5, 1.6, 1.9 and 1.11) and under LOT2 (Items 2.1, 2.2 and 2.3) the environmental standard is specified as follows:*1.2 Engine**To meet the European specifications EURO standard for efficiency and emission, the edition in force at the deadline for the submission of the tender.*  | Further clarification:For vehicles under lot 1 minimum requirement is Euro 5 standard, for vehicles under Lot 2 minimum requirement is Euro 3. |
| 13 | **Section VII. Schedule of Requirements LOT 2 Landfill Waste Compactor****General Features - Roll bar integrated in rear frame with upper positioned intake duct for cooling and air combustion.**As a reputable European manufacturer's dealer in Georgia, we have a long-standing track record of successfully operating compactors at the largest landfill in Tbilisi. Unfortunately, the current specifications in the tender have inadvertently excluded our machines, creating a less competitive environment.In the spirit of fostering fair competition, we kindly request an amendment to the following technical requirements:Roll Bar Integration and Positioning Clarification: The requirement states, "Roll bar integrated in rear frame with upper positioned intake duct for cooling and air combustion."We seek clarification on the term "roll bar." If it pertains to roll-over protection for the cab, it's important to note that our machine's cab is positioned on the front frame, while the engine and hydraulics compartment are located on the rear frame. Therefore, integrating a roll-over protection system into the rear frame is not feasible in our configuration.We kindly request clarification regarding the intended meaning of "roll bar" and allowing participation with a front frame-mounted cab to ensure our machines can be considered for the tender. | An equivalent solution for this issue can be accepted here, if proof of equivalence is submitted together with the offer. Equivalence will then be decided during the bid evaluation.Please note: Information as given in the clarification request of the bidder is not a proof of equivalence. |
| 14 | **Section VII. Schedule of Requirements LOT 2 Landfill Waste Compactor****General Features - Large dimensioned oscillating articulated joint between front and rear frame.**Our machine features an articulating joint for steering, but it does not incorporate oscillating frames. While oscillating frames may be suitable for soil copying, they are not advantageous for compaction. Our compactor is designed with rigid frames and presents a significant advantage for compaction. This rigid frame design is a superior technical solution for landfill compactors.Therefore, we respectfully request the removal of the requirement for oscillating articulating joints and propose that articulation be the method of steering. This modification aligns with the superior technical solution we offer and ensures the effectiveness of the compactor in landfill applications. | An equivalent solution for this issue can be accepted here, if proof of equivalence is submitted together with the offer. Equivalence will then be decided during the bid evaluation.Please note: Information as given in the clarification request of the bidder is not a proof of equivalence. |
| 15 | **Section VII. Schedule of Requirements LOT 2 Landfill Waste Compactor****General Features Hydrostatic drive system with single wheel drive via 4 travel pumps and 4 travel motors.**The current requirement specifies a hydrostatic drive system with single wheel drive via 4 travel pumps and 4 travel motors. It is worth noting that this requirement is tailored to machines equipped with four cylinders, which explains the request for four travel pumps and four travel motors.However, our machine is uniquely configured with one compaction cylinder in the front and one compactor cylinder in the rear, resulting in a configuration with 2 travel pumps and 2 travel motors. In light of this configuration, we kindly request an adjustment to the requirement, allowing for "two travel pumps and two travel motors." | An equivalent solution for this issue can be accepted here, if proof of equivalence is submitted together with the offer. Equivalence will then be decided during the bid evaluation.Please note: Information as given in the clarification request of the bidder is not a proof of equivalence. |
| 16 | **Section VII. Schedule of Requirements LOT 2 Landfill Waste Compactor****1.1 General Features - Min. 6 headlights in front. Min. 4 headlights in rear.**The tender document specifies a requirement for a minimum of 6 headlights in the front and a minimum of 4 headlights in the rear. We would like to request a modification to this requirement in the interest of promoting a competitive tender process without restricting participation.Rather than specifying a minimum number of traditional headlights, we kindly suggest allowing for LED light bars in both the front and rear. LED light bars are an efficient and effective lighting solution that offers several advantages, including improved visibility, durability, and energy efficiency. By allowing LED light bars, we ensure that all eligible and innovative lighting solutions can participate in the tender, fostering competition and encouraging the use of modern lighting technology. | An equivalent solution for this issue can be accepted here, if proof of equivalence is submitted together with the offer. Equivalence will then be decided during the bid evaluation.Please note: Information as given in the clarification request of the bidder is not a proof of equivalence. |
| 17 | **Section VII. Schedule of Requirements LOT 2 Landfill Waste Compactor****1.8 Wheels Type: Wheels mounted with exchangeable knives.**The stipulation that "crushing teeth can be recapped but not exchangeable" presents a potential limitation on competition, as only one manufacturer may offer this feature.In the interest of fostering fair and open competition, we kindly request a modification to this requirement. We propose allowing for wheels with fully exchangeable crushing teeth, which aligns with industry standards and encourages the participation of multiple manufacturers. | An equivalent solution for this issue can be accepted here, if proof of equivalence is submitted together with the offer. Equivalence will then be decided during the bid evaluation.Please note: Information as given in the clarification request of the bidder is not a proof of equivalence. |
| 18 | **Section III. Qualification and Evaluation Criteria 4.1** Similar Experience - As we understand, we should provide 2 contracts, with the amount of - 1 300 000 for LOT 1 and 650 000 Euro for LOT 2, as a supplier (if we are not manufacturers) and in addition to this, we shall prove that the manufacturer of the goods (each manufacturer of each item) has an experience of delivering such kind of vehicled in the OECD member countries (without specific contract amount). Please confirm. | For the supplier / joint venture memberThe required similar contracts (please consider the requested contract amounts) must include **at least one contract** delivered in OECD member countries... where the Manufacturer of the Goods must demonstrate experience delivering the Goods in these countries (no contract amount specified). |
| 19 | Your responses for Question 3 and Question 5, contradicts your response on Question 12 of Statement of Bidders' Inquiries and the Responses. Please clarify once again – which emission level is required for each item of each LOT? | For vehicles under lot 1 minimum requirement is Euro 5 standard, for vehicles under Lot 2 minimum requirement is Euro 3. |
| 20 | Your response on Question 10 of Statement of Bidders' Inquiries and the Responses, states that the water tanker is required on item 1.7 (pickup truck), not for a tipper truck. Please confirm and amend the tender documentation accordingly. | Please refer to item 1.7 water tank on hanger |
| 21 | Please see an attached picture as a reference of ROPS and FOPS for Tipper truck. Please confirm that you indeed need such kind structure. Once again, we would like to indicate that having ROPS and FOPs on tipper truck means around 1700-1800 kg extra load, which leads to - less payload and excessive fuel consumption.We suggest, to demand compliance to ECER29 directive, which ensures protection of the occupants of the cab of a commercial vehicle, instead of requesting ROPS and FOPS (which is not relevant in this particular case). | No changes to answer on clarification request N° 11  |
| 22 | Only Two weeks are remaining until the deadline of the tender and some topics are still not quite clarified. In addition, there are 12 items in LOT 1 and 3 in LOT 2. Therefor we kindly ask you to extend the deadline of the tender with not less than additional two weeks, in order to have sufficient time for working on the tender documentation as well as the technical specification of each vehicle thoroughly. | Extension of the submission date is not possible.  |
| 23 | Addendum N1 - Section III. Qualification and Evaluation Criteria 1.2. Requirements and Criteria 4. Experience“A minimum number of two (2) similar contracts under each Lot with a value specified below that have been satisfactorily and substantially completed as Supplier, or joint venture member, during the past 5 years (2018, 2019, 2020, 2021, 2022) For Lot 1: two similar contracts of EUR 1,300,000 for each.For Lot 2: two similar contracts of EUR 650,000 for each. The required similar contracts must include at least one contract in which the manufacturer of the contract-related Goods has executed it within the OECD member countries. The Single Entity, if being the manufacturer, must meet the criterion. The Single Entity, If it is not the manufacturer, should have access to a manufacturer who has delivered one contract out of the two required, within the OECD member countries. The JV partners, if they are the manufacturers, must meet the criterion. The JV partners, if none of them is the manufacturer, should have access to a manufacturer who has delivered one contract out of the two required, within the OECD member countries. “Question 1:Due to the fact that European manufacturers are not allowed to disclose the contracts with their clients (the information indicated in the contract is confidential information), we are unable to present a contract from the manufacturer. We kindly ask you to change this requirement to a confirmation letter signed by the manufacturer. The letter should include information regarding the purchaser, product type/model, delivery date, total amount, etc. | The qualification criteria must remain unchanged. |
| 24 | Section VII. Schedule of Requirements “To meet the European specifications EURO standard for efficiency and emission, the edition in force at the deadline for the submission of the tender.”Question 2:First of all, please consider that for non-road vehicles (in LOT2) standards for efficiency and emission are “Stage” (in EU) or “Tier” (in USA). Current latest standard in EU for non-road (construction/earthmoving) machinery under LOT2 is: “STAGE V”;Current latest standard in EU for Vehicles under LOT1 is: “EURO 6”;Due to your answers to the questions #3 and #12 (in Statement of Bidders' Inquiries and the Responses), it is not clear if the requirement is “The current edition of the EURO Emission Standards in force within the European Union at the deadline for the submission of the tender” or “For vehicles under lot 1 minimum requirement is Euro 5 standard, for vehicles under Lot 2 minimum requirement is Euro 3”.Please clarify the requirements related to EURO Emission Standards. | Please refer to clarification request / answer N° 19 |
| 25 | Section III. Qualification and Evaluation Criteria, ITB 22.1 Deadline for submission of the bids is 06/11/2023Question 3: Due to the ongoing clarification process and currently open questions related to the emission standards, which is crucial for choosing the appropriate manufacturer and the product – please extend the deadline for submission of the bids by 2 weeks. | Extension of the submission date is not possible.  |
| 26 | Statement of Bidders' Inquiries and the ResponsesThe answer to the question 6, related to the LOT1, where the products from different segments are combined, was: “The Manufacturer’s authorization is required for all items under the two lots”Question 4:None of the well-known manufacturers have product range that includes: trucks, superstructures, water & fuel tanks, pickups – at the same time.Based on the current conditions, only an “Entity, which is not the manufacturer” can participate in the tender LOT1 and they should have separate dealership contracts with all the manufacturers of the above-mentioned products. Please allow the participants for LOT1 to provide an authorization letter for pickup trucks (based on the different variations of the goods in LOT1) from manufacturer or from the manufacturers official importer/dealer, in order to increase the competition in the tender. | Please refer to Clarification / answer N° 6.Modifications are not possible here. |