**IOMSKP 063/17**

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| Q. | Are Canadian manufacturers eligible? |
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| A. | Yes. Canadian manufacturers are eligible for participating on RFQ with Ref. NO. IOMSKP 063/17. |
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| Q. | 9. 1. d) 9 – “*List of all contracts entered into for the last 3 years*”. We have confidential information involving many of our clients that we’d rather not disclose. Would a few examples that we deem relevant to this tender be enough?   |
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| A. | Yes. Please provide details of the contracts that are relevant to this RFQ. |
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| Q. | 9. 4 – “*In the case of a Supplier not doing business within the Mission’s country, the Supplier is or will be (if awarded the contract) represented by an Agent in that country equipped, and be able to carry out the Supplier’s maintenance, repair and spare parts-stocking obligations prescribed in the Conditions of Contract and/or Technical Specifications*.” We are participating directly in this tender as the OEM, without an Agent. We would provide full support according to our warranty, but it would not be local. Canada has efficient shipping policies (including no ITAR restrictions) so I assume this would not be an issue? |
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| A. | IOM Skopje will accept the quotations/offers where the Supplier is not represented by an Agent in the Mission’s country. |
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| Q. | Annex D (pg. 17) lets the supplier select their own payment details. How do payment method/terms of payment of invoice/advance payment selections affect our eligibility for this tender? |
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| A. | Please state your desired method of payment which further will not affect the eligibility or competitiveness of the quotation/offer. |
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| Q. | Annex C (section 2) mentions the warranty must be “*at least 12 months after provisional acceptance supported with document*”, whereas Annex E (section 9.1) mentions the “*warranty shall remain valid for 60 (sixty) months after the Goods have been delivered to and accepted at the final destination*”. It seems these are conflicting requirements. Which one should be followed?  |
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| A. | The warranty requirement is as stated in Annex C of the RFQ. The draft Contract is enclosed is enclosed for your information and will be subject to modification according to the conditions stated in the RFQ.  |
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| Q. | Please confirm that there is no requirement for provision of participation bond for this RFQ. |
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| A. | We confirm that Bid Security or participation bond is not requested. |
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| Q. | In art. 9.1.d) 9 from the General Instructions to Suppliers (GIS) is stated:“List of all contracts entered into for the last 3 years (indicate whether completed or ongoing)”.* Please advise whether the list shall include only contracts with subject similar to the subject of the current RFQ, namely: Supply and delivery of thermal cameras/sights or it shall include list of all contract no matter whether they are with subject similar to the subject of the current RFQ, concluded and implemented during the last three years?
* Please advise whether contract for delivery of mobile surveillance systems equipped with thermal imaging cameras shall be considered as acceptable proof of similar experience bearing in mind that the technology and the principle of operation is one and the same, no matter whether it is a short range or long range thermal camera.
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| A. | - The list should include a contracts similar to the subject of the RFQ concluded and implemented during the last three years. |
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| Q. | Please advise what shall be the translation of documents issued in a language different from English – just general translation made on behalf of employees of the company or it shall be translation made by an authorized translation agency. |
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| A. | Please note that all documents not in English must be accompanied by a free English translation in the first instance, if the potential Supplier is selected as successful it will be required to present documents translated by a certified English translator. |
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| Q. | In art. 8) and art. 9) from the Technical Specifications for Item 1 “Long Range Hand Held Thermal Camera” is stated: “Display – 4” LCD, colour with high resolution ability (LCD, TFT), with possibility for removal from the camera at the distance not less than 3m;” and “The camera operation must be doubled with deck for remote control possibility for removal from the camera at distance not less than 3m;”.Please clarify whether the color display should be removed directly from the thermal device (very uncommon feature) or it is acceptable of the thermal imaging device has its own display and the required 4 inch one is on the remote-control deck or is a separate remote display? |
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| A. | The offered model of thermovision camera should have minimum 4” display with technical characteristic mentioned in technical specification. The display can be removed directly from the camera or it can be a separate part within the offered package of the thermovision camera. In both cases the main goal is the possibility to operate and control the camera remotely from a distance of not less than 3 m from the camera using the display. |
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| Q. | In art. 10) from the Technical Specifications for Item 1 “Long Range Hand Held Thermal Camera” is stated: “Automatic and manual infusion of level and range. Infusion means that some measurable components which can be registered from camera should be shown on screen or display in camera”.Please clarify what exactly means automatic and manual infusion of level and range. Please, describe that feature or paraphrase the sentence, since it is not clear and does not correspond to any known camera features. What is meant under “some measurable components which can be registered from camera”? Are these measurable components the level and range or there shall be other measurable components?  |
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| A. | Requirements for the thermovision camera, article 10:   The “infusion“means that some measurable components which can be registered from camera should be shown on screen or display of the camera. Measurable components are: range to the observing object, battery indicator, zoom, brightness, contrast  etc. |
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| Q. | In art. 9.1.d.) 3 from the General Instructions to Suppliers (GIS) is stated: “that the Supplier has the financial capability necessary to perform the contract demonstrated by a bank statement, stating that the Supplier has access to lines of credit or any other credit facilities sufficient to meet the cash flow for the implementation of the contract **of not less than 100% of the Suppliers offer,** in addition to the Suppliers commitments for other contracts;”* Please advise whether the bank statement shall be formulated using the working …The Supplier has access to lines of credit or any other credit facilities sufficient to meet the cash flow for the implementation of the contract **amounting to more than 100% of the Suppliers offer,** in addition to the Suppliers commitments for other contracts” or concrete value of the credit lines shall be mentioned?
* Please confirm that the Contracting Authority will find acceptable the provision of a bank statement attesting that the potential Supplier has at its disposal his own funds enough to meet the cash flow for the implementation of the contract, in addition to the Suppliers commitments for other contracts;
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| A. | * Concrete value of the credit line should be mentioned in the letter issued from our bank.
* We confirm that IOM Skopje will accept the provision of a bank statement attesting that the potential Supplier has at its disposal his own funds enough to meet the cash flow for the implementation of the contract, in addition to the Suppliers commitments for other contracts.
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| Q. | In art. 6) from the Technical Specifications for Item 1 “Long Range Hand Held Thermal Camera” is stated: “Focusing: automatic and manual – from 5m up to infinity;Please confirm that “from 5m up to infinity” is the minimal distance of focus and in case the offered distance is less than that this will be considered as an advantage. |
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| A. | Yes, we confirm that mentioned distance in art 6 – “from 5 m to infinity” is minimum requirement, but all offers with less distance than 5 m, also will be accepted. |
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