



International Organization for Migration (IOM)

The UN Migration Agency

RFQ No.: IOMSKP 041/22

Questions & Answers

Q. In Form – 4 “Bid Security (Bank Guarantee) from Section V. Sample Forms to the Bidding Documents is stated: “WHEREAS, [name of Bidder] (hereinafter called “the Bidder”) has submitted his Bid dated [date] for the construction of [name of Contract] (hereinafter called “the Bid”).”.

Provided that no corrections are allowed in the sample forms provided on behalf of the Contracting Authority, we would like to request your confirmation that the word “construction” is a typo mistake and the latter shall be substituted with “supply and delivery”, having in mind the subject of the current Invitation for Bids.

A. We confirm that the word “construction” is a typo mistake and the latter shall be substituted with “supply and delivery”.

Q. Please confirm that the correct IFB Number is “IOMSKP 041/22” as indicated in file name “SF 19.10 Bidding Documents for Goods (BDG) (IFB No. IOMSKP 041/22)”, not “IOMSKP 026/21” as specified on page 3 of the same file.

A. We confirm that the correct IFB Number is “IOMSKP 041/22” as indicated in file name “SF 19.10 Bidding Documents for Goods (BDG) (IFB No. IOMSKP 041/22)”, not “IOMSKP 026/21” as specified on page 3 of the same file.

Q. Please advise whether the Contracting Authority will accept copies of the required Manufacturer’s Authorization Forms as per Form-3 from Section V. “Sample Forms” from the documentation, provided that due to the short period of time for preparation and submission of the tender bids, the potential bidders might not have enough time to receive the MAFs in original.

A. We confirm the acceptance of copies of the required Manufacturer’s Authorization Forms.

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- Q. In the Invitations for Bids IFB No.: IOMSKP 041/22 is specified “Bids shall be valid for a period of ninety calendar days (90cd) after the deadline for submission of Bids and must be accompanied by a Bid Security equivalent to and not less than 2% (two percent) of the Bidders Total Bid Price in the form of bank guarantee or letter of credit from a reputable commercial banking institution and shall be delivered to the BEAC at Oslo 6, 1000 Skopje by 6th of September 2022 until 15:00 hours local time.” Please confirm that it is not obligatory the bank guarantee to be exactly equal to 2% (two percent) of the Bidders Total Bid price and that the Contracting Authority will accept bank guarantees at a value higher than 2% (two percent) of the Bidders total Bid price, taking into consideration the fact that the bid price is prepared at the last stage of tender documentation preparation and in case the potential bidder waits till its price is calculated, the time needed for issuing of bid security might not be enough.
- A. We confirm that it is not obligatory the bank guarantee to be exactly equal to 2% (two percent) of the Bidders Total Bid price and that the Contracting Authority will accept bank guarantees at a value higher than 2% (two percent) of the Bidders total Bid price, taking into consideration the fact that the bid price is prepared at the last stage of tender documentation preparation and in case the potential bidder waits till its price is calculated, the time needed for issuing of bid security might not be enough.
- Q. In art. 1.3. „Applicable References” from the Technical Requirements Document is stated: „To prove their capabilities each participant must submit references for a successfully completed project for MSS delivery. The reference must include information on the number of delivered MSS, the year of delivery, the value of the project and other information that is considered necessary.”
- Please advise whether certificates of acceptance and/or provisional acceptance certificates for completed projects will be accepted as a proof of delivery.
- A. We confirm that certificates of acceptance and/or provisional acceptance certificates for completed projects will be accepted as a proof of delivery.

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- Q. In art. 2.1.1 from the Technical Requirements Document is specified: “.....The operation of the system itself takes place over a period of up to 12 hours without exception, from a stationary vehicle in the sense that the sensors are deployed above the vehicle height in an elevated observation position.”

Please advise whether the 12 hours period of continuous operation shall be considered without the use of an air conditioner. If not, please advise for how many hours from these 12 hours is envisaged the Mobile Surveillance System (MSS) to operate with tuned on air-conditioner, provided that the air-conditioner is the biggest consumer and this is in direct relationship with the number of the batteries that shall be installed for power supply of the MSS, which on their behalf affect the total weight of the MSS.

- A. In accordance with art. 2.1.1 of the Technical requirements document, - “The operation of the system itself takes place over a period of up to 12 hours without exception, “
In accordance with above mentioned requirement, installed air conditioner should provide and support the work of the system 12 hours.

- Q. In art. 15.3 (b) from the BIDDING DOCUMENTS is specified: “a list giving full particulars, including available sources and current prices of spare parts, special tools, etc., necessary for the proper and continuing functioning of the goods for a period of sixty (60) months or five (5) years, following commencement of the use of the goods by IOM; and”, and respectively in art. 7.3.1 from the Technical Requirements Document is stated: “A 5-years warranty shall be provided for the whole delivery (including batteries and cooler)”.

Please confirm that the provision of a list giving full particulars, including available sources and current prices of spare parts, special tools, etc., necessary for the proper and continuing functioning of the goods for a period of sixty (60) months or five (5) years, following commencement of the use of the goods by IOM, provided that the Contractor is obliged to provide 5-years warranty during which all expenditures for failure elimination (repair and/or replacement of components and equipment) will be borne by the Contractor itself.

- A. We confirm that the provision of a list giving full particulars, including available sources and current prices of spare parts, special tools, etc., necessary for the proper and continuing functioning of the goods for the period of sixty (60) months or five (5) years, following commencement of the use of the goods by IOM, provided that the Supplier is obliged to provide 5-years warranty during which all expenditures for failure elimination (repair and/or replacement of components and equipment) should be provided by the Supplier with their bid.

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Q. In art. 7.6.1 from the Technical Requirements Document is stated: "Delivery of the equipment shall be the responsibility of the Contractor, who shall assume all risks and costs associated with transportation, customs clearance, storage and safety of the equipment until the acceptance by the User", and in art. 12.2 (b) (i) from the BIDDING DOCUMENTS is specified: "the price of the goods shall be quoted in DAP, Delchevo."

Please confirm that under "customs clearance" in art. 7.6.1. above is meant "export customs clearance", provided that the definition of DAP conditions as per Incoterms® 2020 Rules states the following: "For DAP (Delivered At Place) shipping, the seller arranges the entire shipment, except import customs."

A. We confirm that under "customs clearance" in art. 7.6.1. above is meant "export customs clearance", provided that the definition of DAP conditions as per Incoterms® 2020 Rules states the following: "For DAP (Delivered At Place) shipping, the seller arranges the entire shipment, except import customs."

Q. Form – 2 PRICE SCHEDULE

Please advise whether in the second column of the table named "Description of Goods" the Tender participant should write the exact brand & model of the proposed goods or only a short general description of the goods with no brand nor model?

A. We confirm that in the second column of the table named "Description of Goods", the Supplier should provide a short general description of the goods with no brand nor model. The exact brand and model should be provided in Section III. Technical Specifications.

Q. Please advise whether the Contracting Authority will accept copies of the required Manufacturer's Authorization Forms as per Form-3 from Section V. "Sample Forms" from the documentation, provided that due to the short period of time for preparation and submission of the tender bids, the potential bidders will absolutely have no time to receive the MAF's in original?

A. We confirm the acceptance of copies of the required Manufacturer's Authorization Forms.

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Q. With regard to the global IT chip crisis, the following worldwide logistic crash and the complicated pandemic situation, which interferes the manufacturing and the movement of goods and services and hinders the work of different institutions, please consider extending the overall delivery time of the Mobile Surveillance system, specified in art. 1.2. "The successful Bidder is expected to complete the delivery by the Intended Completion Date which is 10 months after signature of Supply Agreement." From Bidding documents (procurements for goods), with no less than 6 (six) months.

A. The completion date will not be changed and is ten (10) months after signature of the Supply Agreement.

Q. In art. 2.1.3.a) from the Technical Requirements Document is stated: "- Two operator's consoles" and in art. 5.1.2 d) from the Technical Requirements Document is stated: "The consoles shall base on PC class computers or a separate device"

Please confirm that the control of all the functions of sensors included in the EO head will be done from the two operator's consoles through using of one PC class computer, provided that the two operators cannot control the EO head simultaneously. The control and management of the sensors included in the EO head can be done independently from the one or the other operator.

A. The system should achieve technical requirement described in article 5.1.2 of the Technical Requirements Document.

Does that requirements will be achieve by one or two PC class or separate device is a matter of technical solution which will be offered by the contractor.

The technical solution should exclude possibility two operators to work simultaneously in the same time on the same operational function in the system.

Q. As per art. 7.5.3. from the Technical Requirements Document is stated: „Training courses shall be conducted on the equipment identical to that be delivered.”

Please confirm that the conduction of the training courses has to be done on the actual Mobile Surveillance system that will be delivered.

If training have to be done to identical systems, this is extremely restrictive requirement. This is because the Mobile surveillance system is a unique complex product with numerous variables and components which is designed & manufactured strongly as per individual customer's request. The theoretical possibility for some participant to have the same identical Mobile Surveillance System available as per just released technical specification of this particular tender is quite unusual, highly unlikely, and will put all other participants in unfavorable position, providing special advantage of a specific participant.

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- A. Yes, we confirm that training course will be done on the actual Mobile Surveillance System.
- Q. With regard to the short terms for preparation of offers and the complicated pandemic situation, which interferes the movement of goods and hinders the work of different institutions, including expert laboratories, considering p. 7.7.1. from Technical specification, please confirm that it will be acceptable to provide a declaration from the Manufacturer of the thermovision camera, confirming the requirements of points 4.1.3 e) of the TS, together with a duly signed declaration by the bidder, that a Certificate (report) and the results of successful laboratory verification of the offered type of the thermovision camera, issued by an accredited laboratory will be provided before the signing of the Contract, if the Bidder is declared successful.
- A. Yes, we confirm that conformation for successful laboratory verification for technical ability of installed thermovision camera should be deliver before delivering the MSS, in accordance with Art. 7.7.2 of the Technical Requirements Document
- Q. As per Section 7.7, the tenderer is supposed to provide a certificate to indicate compliance to requirements of Point 4.1.3 e) As per our understanding, there are no laboratories which can certify the detection/recognition/identification ranges as per Johnson's Criteria. STANAG-4347 is the standard which is followed worldwide for determining the detection/recognition/identification ranges. Please clarify if a certificate as per STANAG-4347 would be acceptable?
- A. Yes, we confirm that certificate STANAG – 4347 is acceptable.
- Q. Regarding the tender "SUPPLY AND DELIVERY OF Mobile Surveillance System (MSS) equipped with camera" we would like to kindly ask you to extend the bid submission deadline for at least 30 days due to the vacation season period in order to allow greater competitiveness and possibility for us to prepare bid in a timely manner.
- A. This request is not acceptable.

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