



THE ELCTRICITY SUPPLY CORPORATION OF MALAWI LIMITED

Name of Project: Malawi Electricity Access Project

Contract Title: Supply and Delivery Poles

RFB No MW-ESCOM-196048-GO-RFB

Clarification No. 01

Date: 11th March 2021

Clarification 01 to Request for Bid

This clarification is being issued on 11th March 2021 and will be called Clarification No. 01 for RFB No: **MW-ESCOM-196048-GO-RFB**. Bidders are requested to take note of this clarification.

Clarification 01 clarifies the following:

REQUEST FOR BID (RFB)

No	RFB Reference	Original Statement			Query	Client Response
1	3.1 Qualification Criteria (ITB 37.1) (a iii)	(ii) Experience and Technical Capacity The Bidder shall furnish documentary evidence to demonstrate that it meets the following experience requirement(s):			Thank you for sending the bid documents in time however we have an observation that requires your attention. The following are issues under contention: 1: Experience of at least three (03) contracts for supply and delivery of similar goods and equipment either as a single entity or as member of JV or Association for at least past three (03) years prior to the application deadline Must Meet 2: Specific Experience Participation as a supplier in at least five (05) contracts for supply and delivery of Wooden	The experience referred to in the requirement is not limited to supplies made to ESCOM only. Being an international tender, bidders are free to present any relevant experience related to the specified criteria.
		FACTOR	REQUIREMENT	BIDDER		
		General Experience	Experience of at least three (03) contracts for supply and delivery of similar goods and equipment either as a single entity or as member of JV or Association for at least past three (03) years prior to the application deadline	Must Meet		
		Specific Experience	Participation as a supplier in at least five (05) contracts for supply and delivery of Wooden Poles each with the value of at least two million five hundred thousand United States Dollars (US\$2,500,000.00)	Must Meet		

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			in tropical countries in the Southern Africa.	<p>Poles .</p> <p>These two requirements are only favouring some players who have been supplying ESCOM for the past 5 years and limiting an opportunity for new players who have experience in supply of goods but have not been able to supply wooden poles.</p>	
2		Section IV - Bidding Forms -Price Schedule: Goods Manufactured Outside the Purchaser's Country, to be Imported		Would you please clarify if, in our pricing, we should include import/customs duties for goods imported from outside the country (meaning that the supplier/bidder pays duties), or this would be paid for by ESCOM?	Pricing should not include import/customs duties for goods imported from outside the country as per table provided under Section IV –Bidding Forms: Price Schedule for goods manufactured from outside the country
3	ITB 14.8 (a)(iii), (b)(ii) and (c)(v)			Incoterms will be CIP as specified in SCC - GCC 24.1 please confirm.	Confirmed
4				Manufacturer's authorization is a requirement for bidders who are not manufacturers or even bidders who are manufacturers needs to submit this document? Please clarify.	Manufacturer's authorization is a requirement for only bidders who are not manufacturers
5	Section VII - Bidder Compliance			Under Technical Specifications Section VII - Bidder Compliance is it in order to mention "COMPLY" against each Mandatory requirement?	It is in order to mention "COMPLY" against each Mandatory requirement. However, supplementary information on the products being

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				offered such as catalogues or specifications offered by the bidder would be desired.
6	Section VII - List of Goods and delivery schedule		Under Technical Specifications Section VII – List of Goods and delivery schedule – Bidder’s offered delivery date- Bidder is required to insert number of days following the date of effectiveness of the contract – Should we give separate days for deliveries to Blantyre, Lilongwe and Mzuzu.	Bidders are not allowed to provide different delivery periods for each of the three delivery points. It is expected that all materials will be delivered within the same timeframe
7	Section VII- List of related services and completion schedule		Under Technical Specifications Section VII- List of related services and completion schedule – Indicates table to be completed by purchaser – Please clarify our role in this sheet.	Bidders are expected to provide cost of FAT. See amendment No. 1
8	Section VII- Inspection and Tests		Under Technical Specifications Section VII- Inspection and Tests – FAT and Inspection at delivery point are mentioned. Please clarify if both are mandatory or any one is acceptable?	Both are mandatory
9	Section IV Price Schedule – Goods Manufactured in the purchaser’s country		Section IV Price Schedule – Goods Manufactured in the purchaser’s country – should we use line item No1 for the destinations Blantyre, Lilongwe and Mzuzu in the same sheet? Or Submit three separate sheets for the three destinations?	If different delivery point has its own price, bidder may provide different price schedules

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10	Section IV	Price Schedule – Column 3 delivery date as defined by incoterms	Section IV Price Schedule – Column 3 delivery date as defined by incoterms – Please clarify what is expected from the bidder in this column?	Bidder is expected to insert quoted delivery date in this column
11	Section IV Price Schedule		Section IV Price Schedule – column 9 should we indicate the VAT applicable?	Yes
12	Section IV Price Schedule		Section IV Price Schedule – column 10 total price per line item 6+7 will be total amount without the VAT element in column 9 will this be in order?	Yes it is in order
13	Section IV Price Schedule		Section IV Price Schedule – Having indicated Total price without VAT in column 10 should the total Price at the end of the sheet be total of columns 9+10 which will be the actual bid price including Taxes.	No. The total required here is the total for column 10 only. Thus exclusive of taxes
14	Section IV Price Schedule		Section IV Price Schedule – Price and completion schedule : Related services - Please clarify if this sheet is relevant for bidders / manufacturers within the country?	No. It is not applicable
15	Section IV Price Schedule		Line Item No is this to be considered as LOT No as well??	No. There is only one lot in this tender. So, Item 1 and Item 2 are under one Lot
16	BDS –ITB 20.1		BDS –ITB 20.1 Bid submission states submit 1+5 copies sealed in envelopes. In the same it also states that SOFT Copies should be submitted in USB2/3/	Yes. They are mandatory requirements

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			Flash drive. Please clarify if both are mandatory requirements?	
17	Bid Security		Bid Security requirement is mentioned as USD125,000.00. Should this be in USD or can be equivalent in Malawi Kwacha.	Bid Security should be an equivalent of USD125,000.00 in any freely convertible currency including Malawi Kwacha
18	SCC – GCC16.		Under SCC – GCC16.1 Advance payment and Payment on Acceptance seems to have an error figures and numbers for percentages does not match. Please clarify.	SCC – GCC16.1 This has been amended. See amendment No. 1.
19	Section IV – LETTER OF BID		Section IV – LETTER OF BID – We need clarity if RFB No and Request for bid number will be the same?	Yes. RFB No and Request for bid number will be the same since RFB is the short form of Request for Bid.
20	Section IV – LETTER OF BID		Under the same we assume that the number of lots is only “ONE”. So item “e” option 2 is not applicable. Please clarify.	No, option 2 is not applicable
21	Section IV – LETTER OF BID		Under the same section – Bidder information form -8 – do we need to provide organizational chart and list of board of directors ? or any one will suffice the requirement?	The Bidders should submit organizational chart and list of board of directors
22	Section IV Price Schedule		Price Schedule – Goods Manufactured in the Purchaser’s country what is Group A and B bids?	Please Ignore Group A and B. These are used when Domestic Preference is applicable
23			There are some sheets where we the bidder has no areas to be completed. Should we attach even these sheets during bid submission?	No. Sheets where bidder has no areas to be completed Should not be attached

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24	Section IX -SCC		Under Section IX -SCC – Should we sign the format of Inspections and Tests sheet for acceptance of the format?	Yes. Bidders should sign the format of Inspections and Tests sheet for acceptance of the procedure.
25	LETTER OF WARRANTY		Period of WARRANTY is specified in the Inspections and Tests sheet as 24 Months. Should we submit a separate LETTER OF WARRANTY with the Bid submission documents.	Yes, as standard practice, a specific letter of warranty shall have to be submitted together with the bid
26	Section III		Under Section III – Average annual turnover – Please clarify if this clause is relevant to Local Manufacturers/ Suppliers.	Yes. The requirement is applicable to all bidders
27	Section I – ITB 19.	1	Under Section I – ITB 19.1 Bid security can be provided in the form of Bid securing declaration. Please clarify if a bid securing declaration will fulfil the requirement?	No. Please note that Bid Securing declaration shall not fulfil the requirement as indicated in ITB 19.1 as amended.
28	Section I – ITB 19.1		If the Bid securing declaration is acceptable can we submit the same in the format provided “ Form of Bid Security” ?	No. It is not allowed
29	Letter of bid		11- In Letter of bid total Price of bid should be including VAT as applicable? Please clarify.	In Letter of bid total Price may include VAT or exclude VAT but a bidder shall clearly state whether its price is inclusive or exclusive of VAT. Where VAT is inclusive, the VAT component shall be clearly and separately indicated.

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30	Section IV Price Schedule		12- Section IV Price Schedule – Price to be quoted EXW should be including VAT as stated in ITB 14.80 – (a) (i). please confirm if our understanding is correct.	Yes. The understanding is correct
31	Section VIII – GCC – 17- Taxes and Duties – 17.3		13- Section VIII – GCC – 17- Taxes and Duties – 17.3 - Can we get clarity on what could be the exemptions on duties and taxes for local Manufacturers and Goods manufactured outside purchaser's country.	No exemptions are provided for.
32	List of Goods and Delivery Schedule & Technical Specifications (Item 2)	Length of pole 12.6 m; 12.3M	Please can you clarify the length of the wooden treated pole is 12.3M as indicated on the specification Data sheet or its 12.6 meters as indicated on the List of Goods datasheet.	This has been amended. See amendment No. 1.

For Clarification of Bid purposes only, the Purchaser's address is:

The Procurement Specialist

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