

## **Q&A ITB-IDA/GDF - TB/2018/003 - 24 August 2018**

**Q1:** The tender is from November 18 to March 2019. As we have 12 weeks of delays to manufacture, we can consider that we will not ship any goods before February 2019. Your last orders will be sent in March, so the goods can be ready for June 2019.

**A1:** This ITB is issued to conclude LTAs for the above period, meaning the last date purchase orders can be placed will be 31 March 2019. Goods should be produced as per standard lead times offered and considering the requested delivery date which could also be after 31 March 2019.

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**Q2:** How many suppliers do you plan to retain for each product

**A2:** Please refer to clause 3.8.3. and 3.8.4. of the ITB document.

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**Q3:** What will be the repartition per suppliers in term of volumes?

**A3:** Please refer to clause 3.8.4. of the ITB document.

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**Q4:** At which date do you plan to send the first order to the retain suppliers?

**A4:** No exact date can be determined yet, as this will depend on when customers approve and (where applicable) prepay for the order.

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**Q5.** Packing for Item No.2: 2FDC/HR 50/75 Dispersible Tablet (Blister)

As per the Technical Specification provided in Annexure B primary packing for Item no.2 should be blister of 28 Tablets or 10 tablets. Secondary packing should be pack of 3 blisters x 28 tablets or 10 blisters x 10 tablets. In addition to 10 blisters x 10 tablets, we also have primary pack of 6 tablets/ blister and secondary pack of 14 blisters x 6 tablets. If bidder can bid for the tender with either 10 blisters x 10 tablets or 14 blisters x 6 tablets packing configuration.

**A5:** Bidders can offer pack sizes different from specifications (Annex B) only if pack sizes offered have valid regulatory approvals and in compliance with GDF quality Assurance Policy. Please also refer to clause 3.1.2.1 et 3.8.7.d of the ITB document.

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**Q6:** Clause 3.7.6: is a digression from past GDF tender. Over last few years the transparency/visibility has reduced in GDF's tenders. Till 2014, we were given weightage of each evaluation criteria and we were informed our final score. In 2016, the weightage was given but score was not announced during market share allocation. And now in 2017 tender even weightage of each clause under Technical / Financial bid has not been announced. This lack of visibility is not fair to vendors. Vendors should know the evaluation criteria from the beginning and the final score should be announced, as it was done in till 2014.

**A6: The Bid evaluation will be conducted based on the cumulative analysis of the Technical and Financial Bids, with a weighting as described in sections 3.7.3 and 3.7.4 of the ITB document. There are no any changes in method applied since 2016 tender (FLD) or for 2018 FLD and SLD tenders. For additional clarification on point's allocation per evaluation criterion for the technical evaluation please refer to clauses 1.2., 2.1, 2.2, 3.7.5. and 3.7.6 of the ITB document.**

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**Q7:** Clause 2.1.B and 3.7.7 are contradicting each other. Past two tender have had these points and at the time of evaluation clauses similar to 3.7.7 were not honored to support clause similar to clause 2.1.B. Therefore clause 3.7.7 should be removed from this tender.

**A7: Suppliers that quotes a price per unit that falls outside of the competitive range may still be awarded as stated in clause 3.7.7 of this ITB document, therefore there is no contradiction with clause 2.1.b of the ITB document.**

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**Q8:** Clause 3.7.4 - Evaluation criteria: what are the weightage against each criteria given?

**A8: Please refer to clauses 2.1, 2.2, 3.7.5 and 3.7.6. of the ITB document**

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**Q9:** Clause 3.8.4 – Please confirm for ERP 3 approved products allocation will be given, if ERP 2 approved product for the same exist.

**A9: As ERP Category 3 is for procurement in exceptional circumstances, only auxiliary status can be assigned for such products.**

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**Q10:** Clause 3.8.8 (a) – Please could you elaborate which all events have been considered under Force Majeure?

**A10: Please refer to Article 7 of Annex E - IDA's Terms & Conditions.**

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**Q11:** Clause 3.8.8 (a & c) – if the Force Majeure event / occurrence of unforeseen event - is a Global event affecting all the suppliers then what will be the decision on inability to deliver?

**A11: GDF/IDA shall monitor such situations closely and make the appropriate decision in the interest of the organization and patients**

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