**Request for Proposals**

Procurement Agent Services for

Anti-Tuberculosis Medicines, Diagnostics and

and related Health Products

of July 2012

**Questions & Answers, Notes**

***Questions received from bidders and answers (A) provided by GDF***

1. Would it be acceptable to submit a standalone proposal for the buffering stock, storage and distribution?

A: The RFP establishes in Sections 2.1 and 3.4 the Lots / Sub-Lots for which proposals may be submitted. Proposals for only selected elements of Lots / Sub-Lots are not foreseen under the RFP. Your company nevertheless remains free to submit such, and it would be at the discretion of the Evaluation Committee and/or GDF whether to consider such.

1. Section 5.5 of the RFP requires the successful bidder to accept WHO/GDF’s contract terms and conditions without change. Annex 9 of the RFP describes “selected” terms and conditions. Please provide us with the complete set of terms and conditions which the contractor is expected to accept.

A: A model Long-term Agreement (LTA) between WHO/GDF and the Procurement Agent(s) is not included at this stage of the process. However, an indicative draft outline of an LTA is attached as Annex QA.1 hereto.

The General and Contractual Conditions provided in Section 6 of the RFP will be either integrated into or attached to the LTA.

In regard to Annex 9 of the RFP (“Selected Terms & Conditions of Resulting Contracts”) we thank the bidder for pointing to an incongruity. Annex 9 in fact contains a combination of both RFP terms and Contract terms:

1. RFP terms: articles 3.1, 3.2, 3.5 para. 2.
2. Contract terms: articles 3.3, 3.4, 3.5 para. 1, para. 3, 3.8
3. Section 2.3 of the RFP describes the detailed processes that GDF expects the PA to undertake, and section 4 describes the evaluation and award process. Would GDF be receptive to an alternative proposal using processes different than section 2.3 describes that offered better value for money and a lower total delivered cost of product (as opposed to a lower PA handling fee)? If so, how would such a proposal be evaluated in light of the specific technical and financial criteria detailed in section 4.4?

A: The RFP outlines the specific prescribed Scope of Work and related evaluation process. Variations are not foreseen under the RFP (except where indicated otherwise). Your company nevertheless remains free to submit such, and it would be at the discretion of the Evaluation Committee and/or GDF if and how to consider such.

1. Can you disclose the exact product list required under Lot 2 and the approved manufacturers/suppliers for Sublot 2A (Sublot 2B is only GeneXpert) ? Please also indicate whether we are obliged to offer the approved suppliers for Diagnostics, or can propose other suppliers ?

A:

1. Please find attached in Annex QA.2 and in relation to Lot 2, Sub-Lot 2A, the product list currently provided under the Expand TB Project.
2. Suppliers under Lot 2, Sub-Lot 2A, are not yet known at this stage. Current suppliers of these items under the Expand TB Project are: Becton Dickinson (BD) Europe, Hain, Standard Diagnostics (SD), Technologie Transfer Marburg e.V. (TTM). Singular procurement from AFMS (negative air pressure) has occurred and further providers of ventilation systems are expected to be contracted as well.

Both products and suppliers are subject to change.

Suppliers are contracted following market screening exercises and competitive bidding processes (except in the case of sole or single source, or similar special circumstances). Proposals for additional suppliers will be most welcome in the first stage (market screening).

1. [ Note ] Please note that in line with Section 3.4 of the RFP, specific award(s) may be made by WHO/GDF to United Nations (UN) Procurement Agent(s) for execution of World Bank (WB)-funded procurement. Under WB rules, recipient countries of a WB credit/grant are regularly only permitted to entrust external procurement to an Agency under the UN system.