

Q. With regards to the tender mentioned above and the provisions of item 3 “Human activity detection from up to 450 meters away” from Annex C TECHNICAL SPECIFICATIONS, FOR ITEM 1 “HAND THERMAL CAMERA W/DETECTION RANGE 1-3 KM”, please confirm that the detection range required is maximum 450 meters.

A. Please be advised that there was a typographical error in this paragraph, and this should instead read “Human detection activity from at least 450 meters away”

Q. With regard to article 2 “Corrupt, Fraudulent, and Coercive Practice” and art. 3 “Conflict of interest” from the Request for Quotations (RFQ) and General Instruction to Suppliers (GIS), please advise whether separate declaration stating that we are not falling in any of the questions described shall be presented together with our Quotation Documents?

A. Please provide a separate declaration.

Q. Taking into consideration that in Annex A – Quotation Form is included explicit statement that the potential Bidder agree to abide by this Quotation for the validity period specified in the General Instruction, please advise whether we shall provide also separate declaration for the validity period of the submitted Quotation?

A. By signing the form it is considered that you agree to abide by the quotation for the validity period.

Q. With regard to art, 9.1.d.)2.a “Company’s Articles of Incorporation, Partnership or Corporation, whichever is applicable, including amendments thereto, if any or” from the Request for Quotations (RFQ) and General Instructions to Suppliers (GIS), please advise the following.:

In case in a country different from Republic of Macedonia, the only document required proving of registration is the Certificate of Good Standing issued from the Registry Agency, please advise whether the needs of proving registration in this procedure some additional documents like for example: Certificate of Court Registration, certificate for VAT registration shall be presented or the presentation of the Certificate of Good Standing shall be deemed enough?

A. Please provide all documents that you deem necessary in order to satisfy this requirement. *(Please note that all documents not in English must be accompanied by a free English translation in the first instance, if the potential bidder is selected as the best bidder they will be required to present documents translated by a certified English translator)*

Q. With regards to art. 9.1.d.)2.b. “Certificate of Registration from the host country’s Security & Exchange Commission or similar government agency/department/ministry or” from the Request of Quotations (RFQ) and General Instructions to Suppliers (GIS) please advise what is this type of registration certificate and what is the Security & Exchange Commission responsible for in order to identify the corresponding agency in case the potential bidder is from a country different from Republic of Macedonia?

- A.** This requirement is clear, you should identify the Security & Exchange Commission in your country and obtain such certificate (if applicable)
(Please note that all documents not in English must be accompanied by a free English translation in the first instance, if the potential bidder is selected as the best bidder they will be required to present documents translated by a certified English translator)
- Q.** With regard to art. 9.1.d)2.c “valid Government Permit/Licenses” from the Request for Quotations (RFQ) and General Instructions to Suppliers (GIS), please advise whether here is meant certificates like for example :License for trade with military and double use products”?
- A.** This requirement is clear, please provide Valid Government/Permits/Licenses.
(Please note that all documents not in English must be accompanied by a free English translation in the first instance, if the potential bidder is selected as the best bidder they will be required to present documents translated by a certified English translator)
- Q.** With regard to art. 9.1.d).4. “certificates from the Principals (e.g. Manufacturer’s Authorizations, certificates of Exclusive Distributorship. Any certificate for the purpose, indicating name, complete address and contact details)” from the Request for Quotations (RFQ) and General Instructions to Suppliers (GIS), please advise the following.
1. In case the Bidder in Request for Quotations is Consortium of companies and one of the companies, member of the Consortium is indeed the manufacturer of the offered equipment, please advise whether the Manufacturer’s Authorization shall be presented form that the company on the name of the consortium or it shall be deemed unnecessary?
 2. In case the consortium is made of foreign and Macedonia company, please advise whether it will be necessary for the needs of this Request of Quotation to be presented Certificate of Exclusive Distributorship, bearing in mind that in case of eventual awarding of the Consortium with the implementation of the contract, the Consortium will be registered on the territory of the Republic of Macedonia and both companies will be jointly responsible for the implementation of the contract?
- A.1** Please provide all documents that you deem necessary in order to satisfy this requirement. *(Please note that all documents not in English must be accompanied by a free English translation in the first instance, if the potential bidder is selected as the best bidder they will be required to present documents translated by a certified English translator)*
- A.2** Please provide Certificate of Exclusive Distributorship.
- Q.** With regards to art. 9.1.d).8 “Quality and Safety Standard Document/ISO9001: from the Request for Quotation (RFQ) and General Instructions to Suppliers (GIS), please advise what it meant under :Safety Standard Document? Does it mean presenting of a certificate OHSAS 18001 for health and safety management system, except for the presentation of the ISO 9001 certificate for quality management system?

- A.** Please provide all documents that you deem necessary in order to satisfy this requirement. *(Please note that all documents not in English must be accompanied by a free English translation in the first instance, if the potential bidder is selected as the best bidder they will be required to present documents translated by a certified English translator)*
- Q.** In art. 9.1.d)10. from the Request for Quotation (RFQ) and the General Instructions to Suppliers (GIS) is requested provision of “Certification that Non-performance of contract did not occur within the last 3 years prior to application for evaluation based on all information on fully settled disputes or litigation” Please advise whether it will be accepted from the Evaluation Committee to be presented declaration stating the above circumstances in case there is no such an official governmental institution in country different from the Republic of Macedonia that can issue the required certification, exactly stating that we are not in a breach of contract during the last 3 years. The other possibility that can be considered is presenting of a certificate issued from a respective courts that there are no lawsuits against us, but not specifically stating that we have not been declared in a breach of contract.
- A.** Please provide all documents that you deem necessary in order to satisfy this requirement. *(Please note that all documents not in English must be accompanied by a free English translation in the first instance, if the potential bidder is selected as the best bidder they will be required to present documents translated by a certified English translator)*
- Q.** In case the Bidder in the above Request for Quotation is a Consortium in what form shall be presented the Consortium agreement – original or copy, certified with designation “True copy” and signature of the person duly authorized to sign all the tender documents on behalf of the Consortium?
- A.** Please provide documents in original. *(Please note that all documents not in English must be accompanied by a free English translation in the first instance, if the potential bidder is selected as the best bidder they will be required to present documents translated by a certified English translator)*
- Q.** In case in the Consortium Agreement is explicitly stated that the person duly authorized to sign all the tender documents on behalf of the consortium, it is necessary separate Power of Attorney/Duly Authorized to sign statement stating the person duly authorized to sign to be provided?
- A.** Yes, please provide it.
- Q.** Please advise whether the documents requested under art.9.1.d)3, art. 9.1.d).8. and art. 9.1.d).9 shall be presented from all the companies in the consortium or only from the company through which the requested circumstances/experience is proved?
- A.** Documents presented should be only from the company, but can be supported with information about the other companies that are part of the consortium.
- Q.** In art. 18. “Liquidated Damages” is stated: “If the Supplier fails to deliver any or all the goods within the period specified in Clause 17 above, a penalty payment of 0.1% of the price of the undelivered goods for every day of breach of the delivery schedule by the supplier will be requested.” Please advise what is the maximum amount of the penalty that can be imposed to the supplier?

A. The amount specified is 0.1% of the price per each day delay, but in case (for contracts with value above USD 250,000) there will be performance security bank guarantee which is 10% of the total amount and max amount IOM can allow, but contract will be closely monitored so there will be no delays in the contract implementation .

Q. With regard to Annex D – VENDOR INFORMATION SHEET (VIS), please advise the following:

1. What is meant under “Business License No.”? What type of document shall be presented here?
2. “Advance payment Yes No % of the Total PO/Contract” Please advise what information shall be provided here – information whether we are requesting advance payment for the current tender in case we are awarded with the implementation of the contract for information about the percentage of the advance payments received from all contracts and PO we are currently implementing or that we have implemented for the last 3 years?
3. With regard to the required “Trade Reference”, please advise whether we shall provide trade references for the last three years for delivery of products similar to the goods that are subject of delivery of the present Request for Quotations or we shall provide general “Trade references” for completed contracts during the last three years?

- A.**
1. Document that provides Business registration in the country of operation.
 2. Information whether you are requesting advance payment for the said project.
 3. General Trade references completed during the last three years.

Q. With regard to Annex D – VENDOR INFORMATION SHEET (VIS), please advise the following:

1. Payment details

Currency, Loc. Currency, USD, EUR, others

Since the used currency for each separate contract may differ – it could be local currency, USD or EUR depending on the type of the contract, the Contracting Authority, etc, Please advise whether there is meant the currency that is going to be used for preparation of the quotation in the concrete Request for Quotation.

2. Terms of payment
30 days, 15 days, 7 days upon receipt

Here again the terms of payment may differ depending on the provisions of each separate contract. Please advise whether here are meant the terms of payment that are going to be applicable for need of the current Request for Quotation.

- A.**
1. Yes, it is meant the currency that is going to be used for the preparation of the quotation.

2. Yes, it is meant the terms of payment that are going to be applicable for the needs of the current Request for Quotation.

Q. In relation to the attached RFQ we kindly ask for clarification of the following:

1. On page 4 of your RFQ under item 9.1 d.) 4. you ask for a "Certificate from the Principals". This term is unknown to us. Please explain, what type of information you are looking for under this item?
2. On page 4 of your RFQ under item 9.1 d.) 9 you require a list of all contracts entered into for the last 3 years.
 - Is this limited to contracts for the product(s) we intend to quote?
 - Independent from this, we are bound by Non Disclosure Agreements with all of our customers to not disclose detailed information on signed contracts. Can we provide a summary instead, containing number of contracts?

A. 1. "Certificate from Principals" refers to the following: For example: when you are not the manufacturer of the offered equipment you should obtain a Manufacturers authorization form that you are authorized to sell the goods/services offered. In this instance Principal is the company that produced the goods where is you for example are offering the goods as an authorized reseller. This is just a case scenario explanation and it does not take your company's circumstances into consideration.

2. If there is detailed information that is confidential please do not disclose it, but instead withhold this, summary of contracts is fine, but with option IOM to make performance reference checks.

Q. According the request of quotation in reference i appreciated that you confirm if in this tender, Our company have the possibility can send the bid by email, because in this case you do not apply bid security?

Please be advised that offers must be submitted via regular mail, we are not able to accept bids via email. Bid security is not required for this Invitation to Bid.

Q. In this regard, please note that the Camera with Human activity detection from upto 450 meters is not available, as desired.

Instead, shall we quote the camera meeting all the specification you required except human activity detection from upto 50 meters?

A. Please be advised that there was a typographical error in this paragraph, and this should instead read "Human detection activity from at least 450 meters away"

Q. Since language of Quotation is English, please specify, if it is acceptable to submit Official Government Agencies documents translated in English with free translation or they must be certify by court interpreters, either they can be submitted in native language of Bidders country?

Please note that all documents not in English must be accompanied by a free English translation in the first instance, if the potential bidder is selected as the best bidder they will be required to present documents translated by a certified English translator.

Q. In Annex D (Vendor Information Sheet) at the page 13, Nature of Business/Trade, is it allowed to mark more than one box (for example both Authorized Dealer and Trader)?

A. Yes, it is allowed to mark more than one box.

Q. Can you please precise in which document and in which form shall Supplier state who is the representative-Agent in Mission's country, in case that Supplier is not doing business within the Mission's country (as stated in 9.4-page 5)

Please provide your own document in the form of a letter.

Q. Certification required in 9.1 at d) point 10, please specify is it acceptable to submit such document issued by Business Register Agency?

A. Please provide all documents that you deem necessary in order to satisfy this requirement. (Please note that all documents not in English must be accompanied by a free English translation in the first instance, if the potential bidder is selected as the best bidder they will be required to present documents translated by a certified English translator)

Q. In Annex D (VIS), page 16, please clarify Trade Reference – do you mean our Clients to whom we sold similar products as requested in tender or something else?

A. Please provide trade references from clients that you have sold similar products as requested in the tender, otherwise please provide general trade references.

Q. In the general instructions to suppliers (GIS), article 9.2 "Quotation form" it is stated that the prices shall be quoted in euro (EUR) or United States Dollar (USD), exclusive of VAT, but it is not given the precise information how the VAT issue will be solved:

-will IOM pay to the successful bidder the VAT amount,

-is IOM for this specific project released from paying the VAT, and does it have the needed confirmation from the relevant institution which will enable the successful bidder to issue an invoice without VAT, or

- the successful bidder should pay the VAT amount on a specific account, and afterwards wait for the return on this amount?

A. If VAT is applicable to the final Invoice IOM will pay the successful bidder the VAT amount and IOM will later reclaim the VAT amount. The offer sent to IOM should not contain VAT amount.

Q. In the General Instructions to suppliers (GIS), article 18 "Liquidated Damages" – the penalty is specified as "0.1% of the price of the undelivered goods for every day of breach of the delivery schedule..."but there is no information of the maximum amount

that the eventual penalty can reach – for example “not more than 10% of the contract price”. Please advise what shall be the maximum amount of the eventual penalty case of delay in the delivery of the goods subject of contract.

A. The amount specified is 0.1% of the price per each day delay, but in case (for contracts with value above USD 250,000) there will be performance security bank guarantee which is 10% of the total amount and max amount IOM can allow, but contract will be closely monitored so there will be no delays in the contract implementation .

Q. Namely in the general instruction to Suppliers under description of goods it is indicated that:

1.Hand thermal camera w/detection range 1 – 3 km as per the requested technical specification

And in the technical specification it is indicated:

1. Human activity detection from up to 450 meters away

A. Please be advised that there was a typographical error in this paragraph, and this should instead read “Human detection activity from at least 450 meters away”

Q. In item 1 description is stated: hand thermal camera w/detection range 1-3 km

But in Annex C- Technical specification for item 1 is required following: 3. Human activity detection from up to 450m away.

Since there is substantial difference between these two ranges, please precise what range are you looking for: 1-3 km, or up to 450m?

A. Please be advised that there was a typographical error in this paragraph, and this should instead read “Human detection activity from at least 450 meters away”

Q. In the General Instructions to Suppliers (GIS), article 9.1, d.)10, is requested “Certification that Non-performance of contract did not occur within the last 3 years prior to application for evaluation based on all information on fully settled disputes for litigation”

Since there is no such official governmental institution that issues the required certification exactly stating that we are not in breach of contract during the last 3 years, please advise which of the following can and will be accepted from the evaluation Committee:

- a declaration from the bidder stating the above circumstances did not occur, or
- presenting a certificate issued from the respective courts that there are no lawsuits against us, but not specifically stating that we haven't been declared in a breach of contract.

A. Please provide all documents that you deem necessary in order to satisfy this requirement. *Please note that all documents not in English must be accompanied by a free English translation in the first instance, if the potential bidder is selected as the*

best bidder they will be required to present documents translated by a certified English translator)