



EUROPEAN UNION

DELEGATION OF THE EUROPEAN UNION
TO THE REPUBLIC OF SERBIA

Belgrade, 13/04/2010

SC/SF

CONTRACTING AUTHORITY'S CLARIFICATIONS No. 1

Supply of Training and Medical equipment for Emergency Medical Services Training Centres (Re-Launch ex Lot 2)

EuropeAid/126896/C/SUP/RS

Tender no: 07SER01/16/23

	Question	Answer
1	As an authorized distributor of the medical equipment, where service and maintenance is done by producer's representative office in Belgrade, is it enough for us to submit offer as a sole tenderer with authorization letter and statements regarding service and maintenance from the producer?	There are no requirements concerning service and maintenance in this tender.
2	Part D Tenderer form point 5 Fields of specialization, please explain what kind of specialty you consider under this? Do we have to give information about qualified staff?	The relevant specialisms of each legal entity making this tender have to be listed here. In other words, you should indicate here in which field(s) your firm is specialized (e.g. selling of medical equipments).
3	A legal entity supporting documents like registration and VAT, do we have to translate them to English?	There is no need to translate these documents in English.
4	In point 3 of the tender submission form, Financial data are requested for the following years: 2006, 2007 2008 and 2009. Is that correct?	Financial data should be provided for: As indicated in the template attached.

CONTRACTING AUTHORITY'S CLARIFICATIONS No. 2

Financial data	2 years before last year ⁱ €	Year before last year €	Last year €	Average ⁱⁱ €	This year €
Annual turnover ⁱⁱⁱ , excluding this contract					
Cash and cash equivalents ^{iv} at beginning of year					
Net cash from / (used in) operating, investing & financing activities ^v excluding future contracts					
Net forecast cash from/ (used in) future contracts, excluding this contract					
Cash and cash equivalents ⁸ at end of year [ie, the sum of the above three rows]					

ⁱ Last year=last accounting year for entity.

ⁱⁱ Amounts entered in the 'Average' column must be the mathematical average of the amounts entered in the three preceding columns of the same row.

ⁱⁱⁱ The gross inflow of economic benefits (cash, receivables, other assets) arising from the ordinary operating activities of the enterprise (such as sales of goods, sales of services, interest, royalties, and dividends) during the year.

^{iv} Cash and cash equivalents comprise cash on hand and demand deposits, together with short-term, highly liquid investments that are readily convertible to a known amount of cash, and that are subject to an insignificant risk of changes in value. An investment normally meets the definition of a cash equivalent when it has a maturity of three months or less from the date of acquisition. Equity investments are normally excluded, unless they are in substance a cash equivalent (e.g. preferred shares acquired within three months of their specified redemption date). Bank overdrafts which are repayable on demand and which form an integral part of an enterprise's cash management are also included as a component of cash and cash equivalents.

^v Operating activities are the main revenue-producing activities of the enterprise that are not investing or financing activities, so operating cash flows include cash received from customers and cash paid to suppliers and employees. Investing activities are the acquisition and disposal of long-term assets and other investments that are not considered to be cash equivalents. Financing activities are activities that alter the equity capital and borrowing structure of the enterprise. Interest and dividends received and paid may be classified as operating, investing, or financing cash flows, provided that they are classified consistently from period to period. Cash flows arising from taxes on income are normally classified as operating, unless they can be specifically identified with financing or investing activities.