



EUROPEAN UNION

DELEGATION OF THE EUROPEAN COMMISSION
TO THE REPUBLIC OF SERBIA

Belgrade, 22 September 2008

1159/08 LT/SND

CONTRACTING AUTHORITY'S CLARIFICATIONS No. 2

Supply of Emergency Medical Vehicles and Equipment for

Emergency Medical Services

EuropeAid/126896/C/SUP/YU

Tender no: 07SER01/16/21

No	Question	Answer
1	We understand that for each delivered vehicle, the Tenderer shall provide an instruction manual for use and maintenance of the vehicle in the Serbian language. Please confirm if the requirement for use and maintenance manuals in the Serbia language applies also to the medical equipment like the portable aspirator, defibrillator, ECG device, etc.	It is confirmed that the requirement for vehicle use and maintenance manuals in Serbian applies also for specialised medical equipment, such as the portable aspirator, defibrillator, ECG device, etc.
2	The tender technical specifications require as follows: a) a bulkhead with a door for separating the driver's compartment from the patient's compartment. b) one or two windows in the bulkhead, with a minimum separation of 100 mm. however, in accordance with European Standard EN 1789:2007, above features are alternative to each other (i.e. bulkhead with door, alternatively, one/two windows in the bulkhead). Please confirm which of the above two solutions [a) or b)] is required.	Either one of the two solutions are acceptable.

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3	<p>With regard to the Car radio station (radio-transceiver), please confirm the 'frequency coverage' required.</p>	<p>The frequencies for Medical Emergency Services, given by Serbian authorities and in accordance with the relevant sub-laws, are:</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th style="text-align: center;"><i>Tx (Transmitter)</i></th> <th style="text-align: center;"><i>Rx (Receiver)</i></th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">1. 172.875 MHz</td> <td style="text-align: center;">168.375 MHz</td> </tr> <tr> <td style="text-align: center;">2. 172.900 MHz</td> <td style="text-align: center;">168.400 MHz</td> </tr> <tr> <td style="text-align: center;">3. 172.925 MHz</td> <td style="text-align: center;">168.425 MHz</td> </tr> <tr> <td style="text-align: center;">4. 172.950 MHz</td> <td style="text-align: center;">168.450 MHz</td> </tr> <tr> <td style="text-align: center;">5. 172.975 MHz</td> <td style="text-align: center;">168.475 MHz</td> </tr> <tr> <td style="text-align: center;">6. 173.000 MHz</td> <td style="text-align: center;">168.500 MHz</td> </tr> <tr> <td style="text-align: center;">7. 173.025 MHz</td> <td style="text-align: center;">168.525 MHz</td> </tr> <tr> <td style="text-align: center;">8. 173.050 MHz</td> <td style="text-align: center;">168.550 MHz</td> </tr> <tr> <td style="text-align: center;">9. 172.975 MHz - simplex</td> <td style="text-align: center;">172.975 MHz - simplex</td> </tr> <tr> <td style="text-align: center;">10. 173.025 MHz - simplex</td> <td style="text-align: center;">173.975 MHz - simplex</td> </tr> </tbody> </table>	<i>Tx (Transmitter)</i>	<i>Rx (Receiver)</i>	1. 172.875 MHz	168.375 MHz	2. 172.900 MHz	168.400 MHz	3. 172.925 MHz	168.425 MHz	4. 172.950 MHz	168.450 MHz	5. 172.975 MHz	168.475 MHz	6. 173.000 MHz	168.500 MHz	7. 173.025 MHz	168.525 MHz	8. 173.050 MHz	168.550 MHz	9. 172.975 MHz - simplex	172.975 MHz - simplex	10. 173.025 MHz - simplex	173.975 MHz - simplex
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4	<p>Item 16 Selection criteria, point 3 Technical Capacity for Lot 1 of the Procurement Notice says:</p> <p>The tenderer is asked to prove its successful work on at least 2 projects in fields related to this contract in three years (2005-2006-2007). The minimum value of each of these projects must be at least Euro 2.000.000.</p> <p>Since it is quite impossible for domestic tenderers to fulfill this requirement which may cause the cancellation of the tenderers from Serbia or reducing the possible number of tenderers which could take effect on price, please confirm if the requirements can be reduced to 'at least 2 projects ...value of at least Euro 600,000'.</p>	<p>The requirements stated in the supply procurement notice have been modified through the Corrigendum no. 2 as follows:</p> <p><i>"...the total value of these projects must be at least Euro 2,000,000".</i></p> <p>Please refer to the Corrigendum no. 2 to the Procurement Notice.</p>																						
5	<p>In the Terms of Participation published in the Supply Procurement Notice (Article 12) it is stated that the successful tenderer will be asked to provide a performance guarantee of 870.000 Euro for Lot 1 and 2.500 Euro for Lot 2. In the Special Conditions (Article 11) it is stated that the Performance Guarantee shall be 10% of the Contract value and the part in respect of after sales service. As these are two different criteria, can you specify which one is correct / will prevail?</p>	<p>The successful tenderer will be asked to provide a performance guarantee of 10% of the amount of the contract at the signing of the contract.</p>																						

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6	<p>In the Selection and Award Criteria published in the Supply Procurement Notice, Article 16 it is stated that as the proof of the economic and financial capacity of the tenderer we have to provide evidence that the average annual turnover in the last three financial years (2005, 2006 and 2007) must be at least 24,000,000 Euro. Is there a possibility to lower this criterion as most Companies from Serbia cannot fulfil these criteria and therefore could not be awarded this Contract.</p>	<p>The requirements stated in the supply procurement notice have been modified through the Corrigendum no. 2 as follows:</p> <p><i>"...the average annual turnover for the last three financial years (2005, 2006 and 2007) must be at least Euro 9,000,000".</i></p> <p>Please refer to the Corrigendum no. 2 to the Procurement Notice.</p> <p>However, tenderers may participate in a consortium, following article 8 of the supply procurement notice: "Participation is open to all legal persons participating either individually or in a grouping (consortium) of tenderers etc...".</p>
7	<p>In the Selection and Award Criteria published in the Supply Procurement Notice, Article 16 it is stated that as the proof of the professional capacity of the tenderer we have to provide Certificate of QMS Standards (ISO or national equivalent). Can we present the ISO Certificate from the vehicle Manufacturer accompanied with the Certificate from the Conversion company?</p>	<p>As per Article 16 of the Procurement Notice, "An economic operator may, where appropriate and for a particular contract, rely on the capacities of other entities, regardless of the legal nature of the links which it has with them. It must in that case prove to the Contracting Authority that it will have at its disposal the resources necessary for performance of the contract, for example by producing an undertaking on the part of those entities to place those resources at its disposal. Such entities must respect the same rules of eligibility and notably that of nationality, as the economic operator".</p>
8	<p>In the Selection and Award Criteria published in the Supply Procurement Notice, Article 16 it is stated that as proof of the technical capacity of the tenderer we have to provide evidence that we have carried out a minimum of two reference supplies of similar kind to the ones under this lot in the three years 2005, 2006 and 2007 with the minimum value of 2.000.000 euros each.</p> <p>Can you explain exact wording of "reference supplies of similar kind to the ones under this lot" – does this mean AMBULANCE vehicles, same type of the base vehicle (e.g. Fiat Ducato, Citroen Jumper, Peugeot Boxer, Ford Transit ...) or ANY vehicle from the offered BRAND (e.g. Fiat, Citroen, Peugeot, Ford, ...)</p>	<p>"Reference supplies of similar kind to the ones under this lot" would mean ANY type of vehicle.</p>
9	<p>In the Selection and Award Criteria published in the Supply Procurement Notice, Article 16 it is stated that as the proof of the technical capacity of the tenderer we have to provide evidence that we have carried out a minimum of two reference supplies of similar kind to the ones under this lot in the three years 2005, 2006 and 2007 with the minimum value of 2.000.000 Euro each.</p> <p>Is there a possibility to lower this criterion as none of Companies from Serbia can fulfil this criterion (especially</p>	<p>Please refer to Corrigendum no. 2 to the Procurement Notice.</p>

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	<p>if under reference supplies is meant reference supplies of ambulance vehicle), and therefore could not be awarded this Contract. Serbia is a small market and tenders for such quantities (values) did not exist in previous years. It will be difficult to find one single contract with this amount, too.</p>	
10	<p>In the Instruction to Tenderers, Article 1.3, it is stated that “supplies described under lots must be accompanied by a “lot” of spare parts and/or consumables” and for use over 1 year (as stated in the description of the Financial offer, Article 11). Almost same wording is used in Draft Contract, Article – “ The supplies which form the subject of the contract / lots no ... must be accompanied by the spare parts described by the Contractor in this tender and by the accessories / other items necessary for using the goods over a period of ... as specified in the instructions to Tenderers).</p> <p>Does this mean that when delivering ambulance vehicles you need spare parts to be delivered too (e.g. Mechanical parts of vehicles such as oil / fuel / pollen filters, oil itself etc. as well as most common spare parts for medical equipment) ?</p>	<p>Please refer to the articles of the General and Special Conditions of the Contract on Acceptance and Maintenance and to article 13 of the General and Special Conditions of the Contract on Implementation Programme.</p>
11	<p>In the Instruction to Tenderers, Article 1.3, it is stated that “supplies described under lots must be accompanied by a “lot” of spare parts and/or consumables” and for use over 1 year (as stated in the description of the Financial offer, Article 11). Almost the same wording is used in Draft Contract, Article – “ The supplies which form the subject of the contract / lots no ... must be accompanied by the spare parts described by the Contractor in this tender and by the accessories / other items necessary for using the goods over a period of ... as specified in the instructions to Tenderers).</p> <p>Please kindly note that if this is the case, ANY repair / service done outside of authorized service workshop may lead to the annulations of the manufacturer's warranty while the vehicles are within manufacturer's warranty period. Instead of maintaining vehicles in their own workshops clients are instructed to bring the vehicles to the authorized workshops. It is possible to incorporate in the Contract the regular maintenance for any specific period / mileage.</p>	<p>Please refer to the general requirements:</p> <p>The Contractor is required to ensure that a maintenance, service and repair centre, which is authorised by the Manufacturer, and which is able to rapidly supply genuine spare parts and consumables recommended by the Manufacturer is available within the Republic of Serbia throughout the one year warranty period or the period of the manufacturer's commercial warranty (whichever is longer). In fulfilment of this requirement with their offer Tenderers must submit a statement signed by a representative of the manufacturer:</p> <ul style="list-style-type: none"> • providing the name and address of its authorised maintenance, service and repair centre within the Republic of Serbia; • confirming that this authorised maintenance, service and repair centre is able to rapidly supply genuine spare parts and the consumables recommended by the Manufacturer; <p>and</p> <ul style="list-style-type: none"> • undertaking to ensure that the presence of a maintenance, service and repair centre authorised by it will be maintained on the territory of the Republic of Serbia throughout the one year warranty period of the period of the manufacturer's commercial warranty (whichever is longer)..

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12	<p>Please specify how many kilometres per year these vehicles will pass, as it is necessary for spare parts calculation.</p>	<p>The list of spare parts must be drawn up by the tenderer in the light of his professional experience and taking account of the places of use; it must show the unit prices of the parts, calculated on the basis of Article 11 of the Instructions to tenderers (i.e. a list of the <u>manufacturer's</u> recommended spare parts and consumables). Nevertheless, the Contracting Authority reserves the right to alter the list of spare parts; any changes will appear in the contract</p> <p>Basically, this should be calculated based on tenderers' experience. However, as per the General requirements, the potential Contractor must provide a warranty for one year (<i>unlimited by distance</i>).</p>
13	<p>Please provide explanation for VEHICLE SPECIFICATIONS:</p> <p>Windows in patient's compartment: it is stated that there is a minimum of two external windows – one on each side or one on one side and the rear:</p> <ul style="list-style-type: none"> a) Do the rear doors with glass count as one window? b) Can the window on the side be on the sliding door? c) Can the window on the side be fixed or does it have to be a sliding window? 	<p>As regards the windows in the patients' compartment, the replies are the following:</p> <ul style="list-style-type: none"> a) No, the rear doors with glass do not count as one window; b) No, the window on the side cannot be on the sliding door; c) The window on the side should be a sliding window.
14	<p>According to INSTRUCTIONS TO TENDERERS, article 13. Additional information before the deadline for submission of tenders please answer the following question:</p> <p>In your Tender Dossier part ANEX II +III: Technical specifications + technical offer, LOT 1 – Emergency medical vehicles, Item Number 1. , 2. it is requested:</p> <p>Bulkhead (partition wall): a bulkhead with a door shall separate the driver's compartment from the patient's compartment. It shall not be possible to drive the vehicle with the door in the open position. This door shall be secured against opening if the road ambulance is in motion.</p> <p><i>Is it acceptable to make the opening in the partition wall, as requested, between driver's and patient's compartment without the door between two compartments.</i></p>	<p>No, it is not acceptable to make the opening in the partition wall, between driver's and patient's compartment without a door between two compartments. See also reply no 2.</p>

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15	<p>According to INSTRUCTIONS TO TENDERERS, article 13. Additional information before the deadline for submission of tenders please answer the following question:</p> <p>In your Tender Dossier part Selection and award criteria, tačka 16.3) it is requested :</p> <p>3) Technical capacity of tenderer (based on i.a. items 5 and 6 of the tender form for a supply contract): the tenderer carried out a minimum of 2 reference supplies similar to these lots in 2005, 2006 and 2007. The minimum value of each of these supplies must have been at least EUR 2,000,000 for lot 1 and at least EUR 50,000 for lot 2.</p> <p><i>Is it obligatory to provide evidence from our previous contracting authorities that we have delivered ambulance vehicles according to above requested value in 2006, 2007, and 2008 (EUR 2,000,000 for LOT 1 and EUR 50,000 for LOT 2)?</i></p>	<p>Even though not specifically mentioned, the Contracting Authority may require the evidence of performance in the form of certificates issued or countersigned by the competent authority in order to verify the information provided by the tenderer.</p>
16	<p>According to INSTRUCTIONS TO TENDERERS, article 13. Additional information before the deadline for submission of tenders please answer the following question:</p> <p>In your Tender Dossier part Selection and award criteria, article 16.3) it is requested :</p> <p>3) Technical capacity of tenderer (based on i.a. items 5 and 6 of the tender form for a supply contract): the tenderer carried out a minimum of 2 reference supplies similar to these lots in 2005, 2006 and 2007. The minimum value of each of these supplies must have been at least EUR 2,000,000 for lot 1 and at least EUR 50,000 for lot 2.</p> <p><i>Is it obligatory for tenderer that each requested reference minimum value EUR 2,000,000, must be for supplied ambulance vehicles or it could be for all vehicles used for ambulance services in accordance with EN 1789:2007 "Medical Vehicles and their equipment – Road ambulances (Type B & Type C)?</i></p>	<p>The requested reference minimum value must be supplied for any kind of vehicle.</p>

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17	<p>According to INSTRUCTIONS TO TENDERERS, 3. Participation, 3.5:</p> <p>3.5 To be eligible for participation in this tender procedure, tenderers must prove to the satisfaction of the Contracting Authority that they comply with the necessary legal, technical and financial requirements and have the wherewithal to carry out the contract effectively.</p> <p>What is the minimum of the technical requirements?</p> <ul style="list-style-type: none"> • Number of employed engineers/ technicians by contractor; • Number of authorized services for the maintenance of the vehicles; • Number of service points in the service for vehicle maintenance. 	<p>There is no such specific professional requirement as selection criterion. However, please refer to answer 13 for the maintenance matter.</p>
18	<p>Please provide explanations for VEHICLE SPECIFICATIONS:</p> <p>1. Windows in patient's compartment: it is stated that there is a minimum of two external windows – one on each side or one on one side and the rear</p> <p style="padding-left: 40px;">a) will the offer be valid if we offer a vehicle with windows all around?</p>	<p>A part of the wall of the patient's compartment, including the medical and non-medical equipment required for a set procedure, placed in a specified location, should be without windows since all equipment must be secure and safely placed to prevent damage or injury whilst the vehicle is in motion.</p>