

Call for tenders' details

Title: Framework Agreement to Support the Activities of the EIB in the Africa Digital Transformation Initiative

Start date: 21/10/2019

Time limit for receipt of tenders: 02/12/2019

Contracting authority: European Investment Bank (EIB)

Status: Closed

Call for tenders question list

#	Submission date	Publication date	Question subject	Question	Answer
1	12/11/2019 10:14	21/11/2019 20:48	ITT/3) Technical Capacity of tenderer	As per requirements of technical capacity, candidates need to present references of min. 50.000 and 50% own share. Can you please confirm that 50% refers to a numerical value of 25.000EUR and as long as a candidate presents a reference with overall project value equal to or higher than EUR50k and own share equal to or higher than EUR25k, this reference is considered to be eligible?	21/11/2019 According to the requirements from the Instructions to tenderers (item 5. point 3), each reference project should cover the activities as described in the Instructions to tenderers and must fulfil the following conditions as well: "- a minimum project value of EUR 50,000 and, - a minimum of 50% of the overall contract value was carried out by the tenderer itself...". Regarding your questions about the value and participation, please note that a valid reference should comply with both conditions: min. value of the project of EUR 50,000 and min. percentage of 50% participation in the respective project.

Call for tenders questions summary

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2	14/11/2019 12:06	21/11/2019 20:49	Budget of Specific assignments	As we could not find any information in the tender docs with regards to the min-max budget of the specific assignments aimed to be launched within the context of FWC implementation, can you please advice if there is already a provision for this?	21/11/2019 There is no provision regarding the min-max budget for the specific assignments but we expect that most of the projects to be in the order of EUR 80,000 to EUR 500,000.
3	18/11/2019 11:32	21/11/2019 20:52	Deadline extension	Considering the complexity of the tender, the requirements and evidence needed for key experts, as well as the geographical scope requiring experts from a multitude of countries in a number of key areas, could you please consider granting a 2 weeks deadline extension allowing tenderers to propose their most competitive proposals?	21/11/2019 Taking into account the constrains form the financing agreement, the deadline can't be extended. Please note that regarding the experts, in the proposal to be submitted for the present tendering process it should be included only the CVs and supporting documents as requested in the tender dossier (item 7.1 point 3) for the 2 Key experts: Framework Manager and Technical Director.
4	18/11/2019 17:31	21/11/2019 20:56	Extension	We would like to know if it would be possible to request an extension to submit the offer.	21/11/2019 An extension is not possible because of the time constrains of the financing agreement.

Call for tenders questions summary

#	Submission date	Publication date	Question subject	Question	Answer
5	18/11/2019 17:35	21/11/2019 21:03	Requierments for Technical Director	In the evaluation grid (Annex 5), it is listed that 5 points will be awarded for the Technical Director for experience in tendering for, the delivery and quality control of consultancy services to IFIs. However, in the requierments listed in page 6 of the Global Terms of Reference, there is no mention of required experience with IFIs. Is it correct to assume that the Technical Director must have previous experience with IFIs as listed in the evaluation grid? Or is this previous expereince an asset as opposed to a necessary qualification?	21/11/2019 The experience that will be evaluated is the one requested in the Global Terms of Reference. See the revised evaluation grid.
6	18/11/2019 17:39	21/11/2019 21:12	Meaning of technical assitance	How does the EIB define "technical assitance" when refering to previous experience in "technical assitance" for the Requierments of the Technical Director listed on page 6 of the Global Terms of Reference? For instance, does this refer to technical assitance funded by international donors, or can projects funded by national and/or local governments (in developing countries) also be included?	21/11/2019 Technical assistance contracts as for the purpose of the requirements for the Technical Director' specific professional experience refers to consultancy services contracts.

Call for tenders questions summary

#	Submission date	Publication date	Question subject	Question	Answer
7	18/11/2019 17:44	21/11/2019 21:14	Response to Specific Request	Once the Framework Contract is awarded to the contractor, is the contractor obliged to submit a proposal for each specific requests? If the contractor decides not to submit a proposal for a specific request would this incur a penalty? If so, what kind of penalty? Furthermore, if there are conditions which define when a contractor may decide not to submit a proposal for a specific request, can the contracting authority share with us what these conditions are?	21/11/2019 Contractors will not have to submit a proposal for each specific requests. Nevertheless, for the sake of good administration, they will be requested to clarify the reason for not having submitted. Whenever possible, these clarifications will enable the contracting authority to improve its processes and approach to the drafting of assignment terms of reference and eventually enable to enhance competition within contractors and with a view to encourage the submission of the most technically and economically advantageous proposals by contractors.
8	18/11/2019 17:48	21/11/2019 21:17	List of countries where Specific Requests can be implemented	On page 15 of Annex 1, it is stated that the services will be provided in at least 3-5 Sub-Sahara African countries to be identified by the bank. It is our understanding that all Sub-Sahara Africa countries are eligible for the implementation of services under the framework contract?	21/11/2019 All Sub-Sahara Africa countries are eligible. The numbers mentioned in the Annex 1 of the Global Terms of Reference are indicative.

Call for tenders questions summary

#	Submission date	Publication date	Question subject	Question	Answer
9	18/11/2019 20:11	21/11/2019 21:23	Contractual arrangements - expenses	<p>1. We understand that services can be requested in four different ways: on a time and materials basis exclusive of expenses, on a time and materials basis inclusive of expenses, on a fixed-price basis or a combination of the three. We also understand that in all these cases, the expenses will be reimbursed in addition to the daily rates that cannot exceed the ones agreed in the Framework Contract. Could you please confirm our understanding?</p> <p>2. Could you please also clarify if an estimation of the volume/percentage of services you expect to request in the different ways is available?</p>	<p>21/11/2019</p> <p>1. When a contract is based on a time and materials inclusive of expenses approach, the expenses will not be reimbursed separately. The daily rates to be offered will have to be the summation of daily rates that cannot exceed the ones agreed in the Framework Contract and other expenses the nature of which will be defined in the AToR. As a consequence of this calculation, the daily rates offered will possibly exceed the ones agreed in the Framework Contract. The Assignment terms of reference might request a breakdown of the daily rates offered (figure not exceed the rate agreed in the Framework Contract + ancillary expenses to ensure that the rate agreed in the Framework Contract is not exceeded. 2. There is no estimation available.</p>

Call for tenders questions summary

#	Submission date	Publication date	Question subject	Question	Answer
10	18/11/2019 21:14	21/11/2019 21:24	Legal and regulatory capacity	<p>In item C. of the tender dossier (Declarations and other templates), on page 15, in section IX (Selection Criteria) point (5) (a) refers to the tenderer's 'legal and regulatory capacity to pursue the professional activity needed for performing the contract as required in section [insert] of the tender specifications'. However, we can find no reference to 'legal and regulatory capacity' elsewhere in the tender dossier. Please can the EIB clarify whether this is applicable in some way? Otherwise, we would delete this row of the table (in line with the note below the table which says "The contracting authority must adapt the table above to the criteria indicated in the tender specifications (i.e. insert extra rows for each criterion or delete irrelevant rows).")</p>	<p>21/11/2019 We confirm that in the selection criteria defined in the Instructions to tenderers there is no mention to 'legal and regulatory capacity'. The Declaration can be adapted in this respect.</p>

Call for tenders questions summary

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11	18/11/2019 21:09	21/11/2019 21:28	Employer certificates	What does the EIB mean by 'employer certificates or references' – will a letter from the current employer suffice for key experts who have been employed by the company for X+ years?	<p>21/11/2019</p> <p>According to the provisions of the Instructions to tenderers, a copy of employer certificates or references proving the professional experience indicated in the ' key experts CVs must be provided by tenderers. Reference proving the professional experience in the expert's CV can be provided either through i) a comprehensive certificate issued by the expert's employer which employed him/her when he/she gained the referenced experience; or ii) a reference letter issued by the contracting authority which contracted the expert's employer and enabled the expert to gained the referenced experience.</p>

Call for tenders questions summary

#	Submission date	Publication date	Question subject	Question	Answer
12	18/11/2019 21:10	21/11/2019 21:31	Reference projects	Can documentary evidence for the reference projects we use to demonstrate our Technical capacity need to be provided at the tender stage, or will this be verified upon selection? Page 3 of the Instructions to Tenderers document indicates we do need to include them, but page 6 of the Declarations and other templates document says they would only be required if we are selected.	21/11/2019 According to the provisions of the Instructions to tenderers, item 19.1 point (2), documentary evidence of the financial and economic capacity as well as the technical and professional capacity according to the selection criteria are required from the successful tenderer after the tendering process. According to the Note to tenderers from the Instructions to tenderers, item 5 point 3) "the tenderer may refer to a part of a project/service contract which is not yet completed, but only in so far as that part is successfully completed and its date of completion, its value, and tenderer's % contribution may be clearly identified and proven through adequate documentary evidence (such as certificates from the beneficiary) which need to be provided together with the Tender submission form." Thus, the documentary evidences to be provided together with the Tender Submission Form is for the uncompleted projects.

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13	18/11/2019 21:15	26/11/2019 09:24	Requirements for Technical Director	In item B. of the tender dossier (Global terms of reference), in Section 2.2.2 on page 6 it says the Technical Director must have “15 years of general professional experience in the Digital Economy sector” and “Experience in managing at least 5 technical assistance contracts with a minimum value of 150,000 EUR each”, whereas in Annex 5 of the tender dossier (Evaluation Grid), the section related to the Technical Director requires “International professional experience in in the field of specialisation) related to the lot” and “Working experience in tendering for, the delivery and quality control of consultancy services to IFIs”. Please can the EIB clarify what requirements apply for the Technical Director?	26/11/2019 The requirements applicable for the experience of the Technical Director are the one requested in the Global Terms of Reference. See the revised evaluation grid.
14	18/11/2019 22:26	26/11/2019 09:44	A. INSTRUCTIONS TO TENDERERS 5. Selection criteria 3) Technical capacity of tenderer	We noted that at least 10 projects with activities related to digital economy with at least 4 of its should be conducted for operations in sub-Saharan Africa. no maximum value are indicated in the instructions. Can we provided as much as possible qualified references? Many thanks for the answer.	26/11/2019 The maximum number of references to be provided must not exceed 15. See the updated version Of the Instructions to tenderers.

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#	Submission date	Publication date	Question subject	Question	Answer
15	18/11/2019 21:12	26/11/2019 09:58	Fields of specialisation	There are several references to fields of specialisations - can EIB please confirm that this is related to the broad programme, i.e. digital matters for Africa, rather than anything more specific? For example in item C. of the tender dossier (Declarations and other templates), on page 5, item 5 (Fields of Specialisation) asks tenderers to "indicate the relevant fields of specialisation related to this contract (see description of the contract in the Terms of reference, included in the Tender dossier)". However, item B. of the dossier (Global terms of reference) does not appear to include any mention of "fields of specialisation".	26/11/2019 According to the provisions of the document C. Declarations and other templates from the tender dossier, on page 5, item 5, each legal entity submitting a tender should indicate their fields of specialisation which are relevant for the scope of the FWA assignments as defined in the document B. Global Terms of Reference from the tender dossier.

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