**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.
2. Addendum to point 4 above:

Additionally, GDF currently supplies four sets of diagnostic kits for drug-sensitive TB:

* Equipment Starter Kit, containing materials needed to equip a new (or refurbish an existing) laboratory unit to perform smear microscopy
* Microscope Kit, containing an Olympus CX22 microscope, as well as a mirror unit, a lamp stand and a rechargeable battery and charger.
* Consumables Kit, containing dissolved reagents and other consumables such as slides, filter paper, immersion oil, needed to prepare 1000 slides.
* Sputum container Kit, containing 1000 sputum containers.

These kits are currently provided by Svizera Europe.

GDF has designed new Kits for LED Microscopy, which contain similar items as above, but aligned to LED Microscopy technology (for details, see the respective Call for Expressions of Interest document at <http://www.stoptb.org/gdf/drugsupply/procurement_notice.asp>). It is expected that these Kits will be tendered among eligible suppliers by the end of the year, and respective contract awards made. For the LED Microscope Kit (containing the Microscope and accessories), this process has already been almost completed and a contract is expected to be signed shortly.

The previous Diagnostic Kits will still continue to be made available to countries, as these differ in their duration of transition to LED Microscopy technology. The Procurement Agent may need to conduct a competitive bidding process for these Kits in 2013 (shortlist of eligible suppliers will be provided by GDF).

1. A question on specific qualification was raised by a bidder and addressed by GDF.
2. Would you be able to offer clarification regarding the 5th point in the document? Specifically, is there any further information available regarding which lots and sub-lots (as described in the RFP) this may apply to? In preparing a proposal, it would be helpful to know if you anticipate that World Bank credits/grants may be used for specific lots, services, and/or medicines, diagnostics and related health products.

A: This possibility applies to all Lots / Sub-Lots under the RFP. There is potential in both medicines and diagnostics procurement with WB funding, though it is currently not possible to estimate the demand.

1. Section 3.4 of the RFP document – Content of proposals

In case a bidder intends to bid for more than one Lot/ Sub-Lot is it required that one complete, separate proposal document be submitted for each Lot/Sub-Lot or can one single proposal including separate sections for each Lot/ Sub-Lot be submitted?

A: One composite proposal may include several offers for respective Lots/Sub-Lots.

1. Section 3.13.1.2 of the RFP document – Executive Summary

What is the required length/ structure of the Executive Summary?

A: There is no prescribed length, though it would be recommended to limit the Summary to no more than three pages.

1. Section 4.1 of the RFP Document – Opening of proposals

Are bidders allowed to attend the opening for the overall proposal and the Technical proposal (scheduled Monday, 17 September 2012, 14:00 hrs CET) and for the Financial Proposal (scheduled Monday, 08 October 2012, 14:00 hrs CET)? If yes, should the intention to attend be confirmed in writing in advance?

A: Yes, bidders may attend all opening sessions. Details will be sent to bidders in due time. While it is not mandatory to confirm attendance in advance, this will be appreciated.

1. Section 4.4 of the RFP Document – Technical Evaluation of Proposals

(IV) Step Four of the RFP document states that *[…] Several agents may be awarded contracts to provide procurement agent services to GDF […]* . Does this mean that more than one agent may be contracted for one individual Sub-Lot?

A: Yes, this is possible.

1. Section 4.5 of the RFP Document – Bidder’s Presentations

What advance notice shall be given to bidders confirming that they should indeed make preparations for the presentation? Shall this include the topic of choice by WHO and indications regarding the possibility of teleconference arrangements?

A: minimum of five calendar days notice will be given to bidders in advance of the Bidder’s Presentations. Yes, the notice may include a specific topic to be addressed and will contain details on the technical arrangement.

1. The deadline for submitting the Acknowledgement and Confidentiality documents for the RFP has been extended to 24 August 2012.