

**CLARIFICATIONS TO UNDP'S ITB/REF/GFATM05-2016**  
**Reference Number 29416**

1	QUESTION:	Could you please indicate whether it is compulsory to have a local representative in Sudan in order to participate with this tender?
	UNDP:	No, it is not compulsory that one has an agent or local representative in Sudan for purposes to partake in the tender.
2	QUESTION:	On page 22 (DS. No 31) indicates "UNDP will award one or more bidders". In the event of 2 or more bidders are awarded, will an award be based on: a. Each items get an exclusive vendor; OR b. Could it be that various vendors will be awarded for the same item(s).
	UNDP:	UNDP intends to award LTAs to multiple bidders to the health items sought under the tender. It is envisaged that each product will be under a LTA and consideration given to the potential to consolidate products with a bidder(s), in accordance with forecasted volumes and planned offtake over the LTA term. However, we do not expect more than two (2) LTAs per product, one as a primary and a second, as a backup.
3	QUESTION:	On page 26 a forecast for 2016/2017 has been indicated. For example item Nr 20 Furosemide, a total requirement of 1.000.000 amp (June) + 1.000.000 amp (August) has been forecasted for 2017. As for the procurement of the item requested, could you please confirm? a. Whether procurement will be executed in two POs both for 1.000.000 ampoules; OR b. Is it possible that the total requirement of 2.000.000 ampoules for 2017 is divided in more than two POs during 2017? AND c. The same applies for all the items requested in this ITB
	UNDP:	The forecast presented on p.26 of the ITB are estimations of a 12-month requirement on behalf of NMSF/MOH Sudan with up to three proposed intervals of delivery in country over the period September 2016 to August 2017. As noted, the forecast provided is an estimation of need; any further volumes expected for subsequent years (and over the LTA term) at this stage are undefined. These estimates are provided in good faith and shall not in any way be deemed to be commitments on the part of UNDP regarding any quantity for future purchase. To the example above, it is envisaged that one purchase order will be placed for the June 2017 delivery of 1 million ampoules of Furosemide and a second PO placed for the August 2017 delivery. The same rationale applies to all products sought under this tender.
4	QUESTION:	On Page Nr 2 it is stated: "As result of this ITB, UNDP will work with selected manufacturers to establish procurement arrangements...." Please advise whether only manufacturers will be contracted? Please confirm whether you intend to award wholesalers too if they are best evaluated?

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	UNDP:	The tender stipulates the quality standards that are sought of the medicines and health commodities, in that they must have approval of a Stringent Drug Regulatory Authority (SRA) as defined by WHO. As a representative of pharmaceutical supply (e.g., distributor, wholesaler), should your company represent manufacturers with the requisite quality threshold specific for this Sudan tender, you are eligible to participate.
5	QUESTION:	Is registration in Sudan compulsory?
	UNDP:	No, effective registration with the National Medicines and Poisons Board, Sudan is not an exclusionary requirement to participate in the tender; however advantageous over the LTA term, bidders seek to obtain registration with the NMPB.
6	QUESTION:	We would like to inquire regarding the Delivery Term (Incoterm 2010) and the requirement being CIP and CPT. Our Company can only offer FCA incoterm (airport and seaport). Will alternate Incoterms be acceptable?
	UNDP:	While the tender allows for two Incoterms only – CIP (airfreight) and CPT (sea freight) – per 2010 definitions. We will accept FCA nearest airport and seaport if reasonable justification can be provided to the bidder's incapacity to accept the Incoterms CIP and CPT. The ability (and/or inability) to comply with the stated delivery requirements will be factored into the evaluation process.
7	QUESTION:	While the tender allows for two Incoterms only – CIP (airfreight) and CPT (sea freight) – per 2010 definitions. We will accept FCA nearest airport and seaport if reasonable justification can be provided to the bidder's incapacity to accept the Incoterms CIP and CPT. The ability (and/or inability) to comply with the stated delivery requirements will be factored into the evaluation process.
	UNDP:	Payment Terms are outlined in Section 10 of the tender outlining UNDP's General Terms and Conditions – with payment to be effected 30 days net of receipt of the Supplier's invoice for the goods and copies of the shipping documents specified in issued Purchase Orders. UNDP does not issue letters of credit.
8	QUESTION:	What is the name and legal address of the contractual party?
	UNDP:	For purposes of establishing the Long Term Agreements (LTAs), the UNDP party will be: Procurement Support Office, Bureau of Management (Headquarters) 1 United Nations Plaza, 17th floor New York, NY 10017 USA  Once LTAs are established and Purchase Orders are to be placed, the contracting party will be: UNDP Sudan Gama'a Avenue, House 7, Block 5 P.O. Box 913 Postal Code 11111 Khartoum – Sudan