



International Organization for Migration (IOM)
The UN Migration Agency

Date. 15/04/2021

Bid Bulletin No 2

Supply and delivery of Medical Equipment for ICU units

IFB No: 2021/MED/03/IC

Question 1:

- a. Will IOM accept bids for a smaller quantity of an announced item (e.g. a bid for one hundred (100) Laryngoscopes instead of the total quantity of two hundred and five (205)?
- b. Will IOM accept bids for some of the quoted items, or the quotation must include all four (4) requested items?
- c. Will IOM sign a contract with a single supplier (i.e. the bidder that fulfills all requirements for all requested products and have the best overall price) or will you assign the contract to more than one suppliers (i.e. the best price per item)?

Answer 1:

- a. Interested bidders should submit quotation for all required items (No.1 to No.4) and for the required quantities as per tender requirements. The selective/partial bidding is not allowed. However, Bidders may participate as members of a joint venture of two or more firms as partners. Kindly check Addendum No.5 which has been issued for this purpose.
- b. Interested bidders should submit quotation for all required items (No.1 to No.4) and for the required quantities as per tender requirements. The selective/partial bidding is not allowed. However, Bidders may participate as members of a joint venture of two or more firms as partners. Kindly check Addendum No.5 which has been issued for this purpose.
- c. As per the letter of invitation the bidding procedure will be conducted based on the rules of the International Organization for Migration. IOM reserves the right to select the most favorable solution in terms of IOM's programmatic requirements. As per clause 31.1 of the bidding documents IOM will award the contract to the successful Bidder whose bid has been determined to be substantially responsive and has been determined to be the lowest evaluated bid.

Question 2:

Following the Bid Bulletin No 1/Addendum No 4 for the Supply and delivery of Medical Equipment for ICU units, **IFB No: 2021/MED/03/IC**, please be kind and inform us whether bidders must submit quotation for all the required items (e.g. Item No.1 to Item No.4) of the tender or a quotation is accepted for only one item (e.g. Item No.4) for the whole requested quantity?

Item No.	Item Description	Quantity	Unit
1	Laryngoscope with 5 blades	205	Piece
2	Mechanical Ventilator	205	Piece
3	Monitor ICU	140	Piece
4	Video laryngoscope with blades	112	Piece

Answer 2:

Interested bidders should submit quotation for all required items (No.1 to No.4) and for the required quantities as per tender requirements. The selective/partial bidding is not allowed. However, Bidders may participate as members of a joint venture of two or more firms as partners. Kindly check Addendum No.5 which has been issued for this purpose.

Question 3:

Please inform us if we can participate with a bid for only two items?

Also, please clarify us the way you will treat minor, not critical, differences on the specifications, since especially for Item No.2: "Mechanical Ventilator" a small variation on the specifications on one or two minor details, does not mean, that the offered product specifications are not met by the offered product, since, at the same time, a product may offer the same requirements in a different way or provide additional benefits.

Answer 3:

(i) Interested bidders should submit quotation for all required items (No.1 to No.4) and for the required quantities as per tender requirements. The selective/partial bidding is not allowed. However, Bidders may participate as members of a joint venture of two or more firms as partners. Kindly check Addendum No.5 which has been issued for this purpose.

Question 4:

As there are many Medical brands that provide one or some of the asked equipment, we kindly ask you to separate the bids, giving the opportunity to Vendors to individually participate with bids in any of the related categories.

The extensive (and not restricted) competition, will be in favor of your Organization, by comparing different technologies of various offered prices.

Item No.	Item Description	Quantity	Unit
1	Laryngoscope with 5 blades	205	Piece
2	Mechanical Ventilator	205	Piece

3	Monitor ICU	140	Piece
4	Video laryngoscope with blades	112	Piece

Answer 4:

Bidders may participate as members of a joint venture of two or more firms as partners. Kindly check Addendum No.5 which has been issued for this purpose. In addition, in order to allow prospective bidders reasonable time in which to take the amendment into account in preparing their bidders, IOM is extending the deadline for the submission of bids. Kindly check the Extension for Submission of Bids which has been issued for this purpose.

Question 5:

Αξιότιμοι Κύριοι, πληροφορηθήκαμε για την διενέργεια του συνημμένου διαγωνισμού. Θέλουμε να σας ενημερώσουμε ότι η προδιαγραφή με την οποία οι προσφέρουσες εταιρίες υποχρεούνται να συμμετέχουν με το σύνολο του ζητούμενου εξοπλισμού, δεν δημιουργεί προϋποθέσεις συμμετοχής μεγάλων & αξιόπιστων εργοστασίων και ως εκ τούτου ανάπτυξης ανταγωνισμού & χαμηλές τιμές.

Δεν υπάρχει δε και ο απαιτούμενος χρόνος δημιουργίας συμπράξεων.

Παρακαλούμε ενημερώστε μας αν υπάρχει πρόθεση αναθεώρησης αυτού του απαιτούμενου.

Answer 5:

Bidders may participate as members of a joint venture of two or more firms as partners. Kindly check Addendum No.5 which has been issued for this purpose. In addition, in order to allow prospective bidders reasonable time in which to take the amendment into account in preparing their bidders, IOM is extending the deadline for the submission of bids. Kindly check the Extension for Submission of Bids which has been issued for this purpose.

Question 6:

1. Αν μπορούμε να λάβουμε μέρος μόνο για το σύνολο των ζητούμενων ειδών ή για κάποιων εξ αυτών.
2. Αν η έκδοση των εγγυητικών (συμμετοχής, καλής εκτέλεσης κ.λπ.) δύναται να εκδοθούν στα ελληνικά. Το Ταμείο Παρακαταθηκών και Δανείων, με το οποίο συνεργαζόμαστε, εκδίδει μόνο στην Ελληνική γλώσσα.
3. Αν η παράδοση των ζητούμενων ειδών πραγματοποιηθεί στις εγκαταστάσεις του Οργανισμού σας και αναλάβετε εσείς την επιμέρους διανομή τους ή υποχρεούται η μειοδότη εταίρια να αναλάβει την επιμέρους διανομή αυτή.

Answer 6:

(1) Interested bidders should submit quotation for all required items (No.1 to No.4) and for the required quantities as per tender requirements. The selective/partial bidding is not allowed. However, Bidders may participate as members of a joint venture of two or more firms as partners. Kindly check Addendum No.5 which has been issued for this purpose.

(2) As per Bidding Documents, the bid prepared by the Bidder, as well as all correspondence and documents relating to the bid exchanged by the Bidder and IOM, shall be written in English language. Supporting documents and printed literature furnished by the Bidder may be in Greek or in another language provided they are accompanied by an accurate translation of the

relevant passages in the required language, in which case, for purposes of interpretation of the Bid, the translation shall govern.

(3) As per Bidding Documents, the delivery place is the Warehouse in the region of Attica, Athens Greece.

Question 7:

- (i) Are we allowed to propose multiple options to one product, as multiple models could meet the technical specifications
- (ii) Alternatively also let us know if there is any intention to allow bid submission via e-mail and only bid bond submission in hand / via courier

Answer 7:

- (i) Interested bidders may only submit one quotation. If an interested bidder submits or participates in more than one quotation such quotation shall be disqualified. Kindly check Addendum No.5 which has been issued for this purpose.
- (iii) As per Bidding Documents, Bids must be received by IOM at the address specified under ITB Clause 19.2.

Question 8:

- (i) Τα συνοδευτικά έγγραφα που πρέπει να καταθέσουμε με την προσφορά μας και απαιτεί το κείμενο της διακήρυξής σας (άρθρο 14.4: Documents Establishing Bidder's and Qualification) σε ποια γλώσσα πρέπει να είναι; Μπορούν να κατατεθούν στα ελληνικά;
- (ii) Η τεχνική και οικονομική προσφορά της εταιρίας μας θα είναι στα Αγγλικά;
- (iii) Δεν έχουμε συστατική επιστολή από IOM καθώς δεν έχουμε συνεργαστεί στο παρελθόν, πόσο δεσμευτική είναι αυτή η απαίτηση;

Answer 8:

- (i) All IOM forms prepared shall be submitted in English. Any other supporting documentation which is requested by the bidding documents will be deemed to be accepted also in Greek.
- (ii) The technical and financial proposals shall be submitted in English.
- (iii) As per clause 14.4.k) of the bidding documents interested bidders shall provide *Recommendation letters from well-known clients (including IOM - if applicable)*.

Question 9:

Can you accept the Eligibility and Qualification documents which are requested in the IFB (as the below for example a, b, c, d certificates and others) in Greek language?

We are a Greek company and there is no time for translations.

- a. Company's Articles of Incorporation, Partnership or Corporation, whichever is applicable, including amendments thereto, if any.
- b. Certificate of Registration from government agency/department/ministry
- c. Tax & Social Security certificate clearance valid at the time of bid submission
- d. Audited Financial Statements for the last 3 years

Answer 9:

All IOM forms prepared shall be submitted in English. Any other supporting documentation which is requested by the bidding documents will be deemed to be accepted also in Greek.