

Q&A IDA-GDF-MED-2022-1 – 20 APRIL 2022

Q1: W.r.t Annex J, we would like to know if we need to revisit/modify the existing artworks approved by GDF? Does this mean that all the suppliers for one specific product would have same artwork?

A1: *If the artworks are already developed as per the guideline in article 3.2.2. of ITB document and Section 12 of Annex D – IDA model long-term agreement, and as approved by GDF, there is no need to revisit/modify existing artworks unless there is a regulatory change that needs to be complied with by the manufacturers.*

Q2A: In regards to Annex G: GDF access to supplier information for WHO PQP and ERP assessed TB medicines - are bidders who only offer SRA approved products also required to complete, date, and sign the document? Or only state "Non applicable" on the document?

Q2B: Furthermore, where on the Annex G should "Non applicable" statement be put?

A2A: *Only state "Not applicable for SRA approved products"*

A2B: *You can mention it at the start after the manufacturer's name. By [Manufacturer], Not applicable for SRA approved products.....*

Q3A: what happens if we don't submit DAP INDIA PRICE?

Q3B: of the total estimated qty (mentioned in the attached Annex H) i.e. 610.000 ampoules for our item n. 4 to be offered (Amikacin 500 mg – ampoule), what qty is destined to India?

A3A: *Please refer ITB article 3.2.5.3.*

A3B: *Annex H is an Indicative non-binding estimated quantity for all countries where GDF supplies for the indicated period. Estimated quantities per country are not available.*

Q4: can I kindly ask you to share with me previous winning prizes for the last tender?

A4: *Such information cannot be shared, please refer to the article 3.6.3.*

For current product price or price range you may refer [GDF Product Catalog | Stop TB Partnership](#)

Q5: It is not clear to us from the provided documentation whether the Purchase General Terms and Conditions (enclosed) or the long term agreement prevails. The provisions covering the same matters in both documents are different.

Is our understanding correct that the LTA is given by the UN StopTB to be signed with you, while the Purchase general terms and conditions are not given by StopTB but are IDA rules?

A5: Please refer to article 2.2 in Annex D - IDA model long-term agreement.

Q6: We refer to clause 3.8.4 in ITB-IDA/GDF-MED/2022/1

With reference to Clause 3.8.4 of the tender document, we request you to kindly clarify the following:

Of the total 40 points under the technical evaluation criteria, what are the respective maximum number of points that is allocated for each of the following criterion?

- i) Past delivery lead time performance
- ii) Total shelf life of the product
- iii) Number of product registration in countries
- iv) Supplier's responsiveness, collaboration, and communication score
- v) Production capacity
- vi) Batch size

A6: Of the total 40 points under the technical evaluation criteria, the maximum number of points allocated for each criterion will be defined per product based on the market situation and in line with articles 2.1, 2.2, and 2.3.

Q7: We refer to clause 3.2.6 in ITB-IDA/GDF-MED/2022/1

With reference to Clause 3.2.6.1 of the tender document, we request you to kindly clarify the following:

What will be the methodology for assigning points for country registrations? Can you kindly illustrate this in context of the following example. If company A has a total of 20 registrations for a product in the countries and company B has a total of 15 registrations for the product in the countries, how many points would each of the company, A and B, get?

A7: Please refer to the scoring methodology described in article 3.8.4. For the following example, the company A will get the maximum number of points for the criterion "country registration" for the product and company B will get:

$$X \text{ points} = \frac{[\text{Maximum number of points for the criterion}] \times [15]}{[20]}$$

We refer to clause 3.2.4 in ITB-IDA/GDF-MED/2022/1

With reference to the Clauses 3.2.4.2 and 3.2.4.3, we request you to kindly clarify the following :

Q8A: If a company wants to offer a procurement volume-based discount; what would be the methodology.

Q8B: Also, can you kindly clarify as to which prices be taken into consideration to determine the financial evaluation score.

A8A: *The bidder can offer the discount in quantity staircases.*

A8B: *Please refer to section 3.8.4 for evaluation * Price per unit (tablet, vial) offered for the EXW INCOTERM.*

Q9: We refer to clause 2.8.6 in ITB-IDA/GDF-MED/2022/1

With reference to Clause 2.8.6 of the tender document, in case, GDF/IDA and any supplier do not arrive at an agreement for increase in price of a product, we understand it would lead to non-extension of the LTA.

If such a situation arises, can you kindly clarify the following :

Q9A: Will the LTA be cancelled for all suppliers or only cancelled for the company which did not reach an agreement with GDF/IDA

Q9B: How would such a cancellation with one supplier impact the allocation made to other LTA suppliers who have agreed to the extension.

Q9C: In case, a company offers to reduce prices at the time of extension, would it affect the allocation for this supplier and what would be the impact on other LTA suppliers?

A9A: *The LTA shall not be extended only for the product/supplier where the parties do not agree to the revised prices.*

A9B: *Please refer to section 3.9.9. The future orders will be assigned to the remaining awarded suppliers.*

A9C: *No change in the market share allocation for a company offering the reduced price during extension and no impact on other LTA suppliers. However, if the price reduction is significant, GDF/IDA reserves the right to organize ad-hoc ITB for the product.*

Q10: We refer to clause 3.8.4 in ITB-IDA/GDF-MED/2022/1

With reference to clause 3.8.4 of the tender document, we have following query.

Batch size information entered in the CDP portal of GDF represents the highest batch size for the product. However, we have both larger and smaller batch sizes that can be utilized to cater depending on the requirement. Please let us know which batch size will be considered for point allocation especially for large volume products like 4 FDC & 2 FDC .

A10: For point allocation, the smallest batch size for the product will be considered. Therefore, in the module "FPP In-market" please put the smallest approved batch size for the product in the field "Batch size quantity in basic units for FPP" and the other batch sizes available in the field "Comments related to batch size of FPP". Please note that when you make this change, the product's status will change to "pending" as it will need to be reviewed again by GDF before the status of the product becomes again "Approved". Do this change (if required) as soon as possible and at least five working days before the tender deadline.
