Q&A ITB-IDA/GDF SLD/2018/002 - 20 December 2017

Q1: What is the quantity like for Moxifloxacin HCl 400MG of the bid?

A1: Please refer to Annex H - Indicative non-binding estimated quantities SLD.

Q2: Are there any requirements for the packaging of the samples? Because we have already had our own packaging design for German market, do we need to change the packaging for the samples as per your requirements?

A2: GDF/IDA reserves the right to request samples (secondary packaging) for internal validation. If samples are required, GDF/IDA will inform the bidders by email. Samples shall be provided in approved commercial pack as per valid WHO Prequalification or SDRA approval. There is no requirement to send samples without clear request from GDF/IDA.

Q3: How many boxes of sample would you need and do you need them for testing or it just need to be verified that it exists?

A3: Please see A2. If samples are requested, GDF/IDA will inform the bidders about the quantity of samples needed.

Q4: If products need to be sold to an organization in India (considered as a domestic sale), it would draw a GST of about 18%. Should this be included in the bid?

A4: Please refer footnote 1 on page 11 of the ITB document: "DAP excluding taxes. Please note that when this item is proposed for India, IDA will contact the supplier to provide duties and import taxes if applicable."

Q5: One of the products listed in the ITB and that we intend to bid is manufactured by us in Europe. So in this case, it will only DAP. Please advise if we still provide EXW, FCA, and DAP price for this item

A5: Please refer to clauses 2.8.4. , 3.1.6.1 and 3.1.6.4 that states:"Failure to quote in accordance with the requested INCOTERMS (EXW, FCA and DAP) may lead to rejection of the Bid."

Q6: With regards to the public opening of the financial bids, will the bidder be notified of their bid being included in the public opening?

A6: Please refer to clause 3.4.3.: "Bids that are rejected during the screening of the Technical Bids will not be considered for evaluation. Consequently, the corresponding Financial Bids will not be opened during the public opening of Financial Bids.", and clause 3.5.3.: "Bidders should note that the public opening of Financial Bids is the only occasion on which information related to competitors' pricing per product will be publicly announced."

Q7: We would like to participate remotely for the public opening? Is this feasible and if so, will this put the bidder in any disadvantage with regards to consideration in the next stages?

A7: To attend the Public Opening is voluntary and has no impact on bid evaluation or awarding. Please refer to clause 3.5.2.:" IDA will ensure remote connection via telephone if requested 3 working days prior to the public opening."

Q8: Are you in a position to provide with the current prices for the products. We could use this as a benchmark for our submission.

A8: Current price ranges of the products can be found on
http://www.stoptb.org/gdf/drugsupply/drugs_available.asp

Q9: Our products are approved by USFDA or MHRA and being marketed in the US or UK respectively. Do we still need to file with WHO for WHO PQ?

A9: No, it is not required. Please refer to section 2.4.3 (GDF quality assurance policy) of the ITB document

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Q10: On ordering process – will all POs be placed by IDA or individual countries can directly place POs?

A10: All POs will be placed by the IDA only.

Q11: Can orders be pooled so that there is a minimum volume that the service provider can service?

A11: The option of ordering orders pooled may be possible, but no guarantees can be given in this regard.

Q12: Annex A2 – Financial SLD Bid response form: under the "Quantity per purchase order", there are packs mentioned. Are these packs as per technical specifications provided by you? For e.g. in case of Moxifloxacin, should we assume 5000 packs meaning as 5000 blister packs or 5000 cartons (containing 10 blisters)? Please advise

A12: The packs size should be the size as offered by bidder in line 8-9 of Annex A2 – Financial SLD bid response form

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Q13: Page 15, clause 3.7.6: is a digression from past GDF tender. Over last few years the transparency/visibility has reduced in GDF's tenders. Till 2014, we were given weightage of each evaluation criteria and we were informed our final score. In 2016, the weightage was given but score were not announced during market share allocation. And now in 2017 tender even weightage of each clause under Technical / Financial bid has not been announced. This lack of visibility is not fair

to vendors. Vendors should know the evaluation criteria from the beginning and the final score should be announced, as it was done in till 2014.

A13: The Bid evaluation will be conducted based on the cumulative analysis of the Technical and Financial Bids, with a weighting as described in sections 3.7.3 and 3.7.4 of the ITB document. There are no changes in method applied since previous 2016 tender (FLD). For additional clarification on point's allocation per evaluation criterion for the technical evaluation please refer to sections 3.7.5, 3.7.6 and 2.1

Q14: Clause 2.1.B and 3.7.7 are contradicting each other. Past two tender have had these points and at the time of evaluation clauses similar to 3.7.7 were not honored to support clause similar to clause 2.1.B. Therefore clause 3.7.7 should be removed from this tender.

A14: **The suppliers outside competitive range of maximum delta may still be awarded as stated in section 3.7.7, therefore, there is no contradiction with clause 2.1.b**

Q15: Clause 3.7.4 - Evaluation criteria: In SLD tender why Product registration is not a part Technical evaluation. Product registrations play an important role and over last few years, we have invested heavily in product registration. Removal of product registration from technical evaluation criteria is not fair to vendors, who have invested in product registrations in last 10 years.

A15: Product registration status was considered most vulnerable for the FLDs, therefore it was considered as Technical evaluation criteria. SLD Bid Technical evaluation criteria focus on Past delivery performance, Shelf life, Guaranteed production lead time and Minimum Order Quantity.

Q16: Clause 3.7.4 for suppliers having no supply history and giving same score to them as average of incumbent suppliers is not fair. This allows the new vendors to take advantage of good performance of incumbent suppliers.

A16: GDF/IDA expects good performance of all suppliers. GDF/IDA does not consider using average score as being advantageous to new suppliers.

Q17: a) Wherever patient appropriate formulation is available for example Dispersible versus Non-Dispersible for pediatric population, which product will be preferred?

b) Will pricing of Dispersible be compared with pricing of Non Dispersible product?

A17: If both, dispersible and non-dispersible formulations are available for the same products, the evaluation will be done for dispersible tablet as it is preferred formulation. Non-dispersible formulation might be granted auxiliary status. Pricing for different formulations will be evaluated separately.

Q18: clause 3.2.1: Bidder should ensure that PDF documents are high resolution and easily readable. Please let us know if there is a size limit per email? How many emails in bid response are allowed?

A18: For the relevant IDA email addresses, there is a maximum capacity of 25 MB per e-mail, but bidder needs to see their limits for their outgoing server limitations, and accordingly send e-mails. Multiple e-mails are allowed in the same chain, but this must be clearly specified in respective email headers in the subject (1 of 5, 2 of 5, 3 of 5 etc.).

Q19: In Annex B-Technical specification-product list 2016: For product Pyridoxine 50 mg and 100 mg: these products are vitamins and not prescription products. ERP has stopped evaluating such supplemental products. What will be your quality criteria for selecting suppliers for this product? Since ERP's decision is recent, incumbent suppliers should be given sufficient time to secure other regulatory approvals, if your quality criteria is going to be in line with GFATM's quality policy.

A19: Please refer to section 2.4.3 GDF quality assurance policy that states that products SDRA approved are eligible.

Q20: Clause 3.1.7 Annex C: If the registration certificate is issued in a language other than English, Russian or French, Bidder must provide an English Translation. Does it mean translation of certificates in Russian and French Language is not required? Please clarify.

A20: English translation of certificates if issued in Russian or French language are not required

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Q21: In Annex B-Technical specification-product list 2016: Why PAS Na 9.2gm and 100gm, 60% w/w pellets is not listed?

A21: Please note that in Annex B List and technical specifications of products SLD for this ITB, the specifications for PAS Na refer to P-amino-salicylate (PAS) sodium 4 g granules/powder in sachet only (item n°2, schedule n°4). Jars or containers are no longer required.

Q22: Based on awarded ITB, ROW and India programs are integrated for this year's tender. Under this situation, are there anything in terms of shipment and payment considered to be changed?

A22: Shipment terms for India will be DAP and DAP price including taxes will be requested from supplier at the time of quotation. The payment terms remain the same.

Q23: EXW price will be used to assign points for the financial Bid evaluations even if ROW and India quantity are integrated or one is excluded from IDA/GDF-SLD/2018 Tender?

A23: Yes, the evaluation will be done on EXW price irrespective of actual shipment INCOTERMS. Please refer to clause 2.8.4.

Q24: Would you let us know more details of the technical evaluation? How many points would be allocated to each technical evaluation criteria at maximum?

A24: Please refer to ITB sections 2.1, 3.7.5, and 3.7.6

Q25: How are the evaluation points calculated for each technical and financial evaluation criteria?

A25: Please refer to ITB sections 2.1, 3.7.5 and 3.7.6

Q26: Can we offer packaging in addition to what is specified in Annex B, where applicable?

A: Please refer to Annex B - List and technical specifications of products SLD for the preferred secondary packaging and ITB document section 2.4. Conditions/eligibility for ITB participation and section 3.8.7 d) market share allocation

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