



REPUBLIC OF ANGOLA
MINISTRY OF AGRICULTURE AND FISHERIES
COMMERCIAL AGRICULTURE DEVELOPMENT PROJECT - (P88660-AO)

COMMERCIAL AGRICULTURE DEVELOPMENT PROJECT

RFB Ref: 090/CS/CADP/20- Business Intelligence for GEPE and rehabilitation of the communication network (Design, Supply, and Installation)

Iniciativa:



Financiamento:



Largo António Jacinto, Edifício B do MINAGRIP, 2º Andar, Direito, Luanda, República de Angola



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Clarification 3

Question 1: In the case of a consortium, are the eligibility criteria applied to each company individually or to the consortium as a whole?

Answer CADP Nº 1: As indicated in the RFB Section I, page 6, ITB 4.1: In the case of a joint venture, all members shall be jointly and severally liable for the execution of the Contract in accordance with the Contract terms. The JV shall nominate a representative who shall have the authority to conduct all business for and on behalf of any and all the members of the JV during the Bidding process and, in the event the JV is awarded the Contract, during contract execution.

Question 2: The Request for Bids identifies the financial criteria for eligibility considering that an applicant submits a proposal for the 3 lots. Since it is possible for an applicant to apply for one lot only (and working in partnership with the entity that wins the other two lots), how will these financial criteria of eligibility be evaluated?

Answer CADP Nº 2: The financial criteria of eligibility will be evaluated as defined in Section III of the RFB. Additionally, as specified in the RFB Section II, page 40, ITB 1.1 (k): The Bidder shall submit with its Bid Cost Breakdown of activities by Lot (1, 2, 3) if submitting proposals for the 3 lots or otherwise only for the selected lot.

Question 3: How do you expect that an applicant demonstrates access to USD 500,000 funding, as per the table below? What type of document should be submitted and issued by which entity?

Factor	5.3 Financial Situation					Documentation Required
Sub-Factor	Requirement	Criteria				
		Single Entity	Bidder			
			Joint Venture (existing or intended)			
			All members combined	Each member	At least one member	
5.3.3 Financial Resources	The Bidder must demonstrate access to, or availability of, financial resources such as liquid assets, unencumbered real assets, lines of credit, and other financial means, other than any contractual advance payments to meet the following cash-flow requirement: US\$500,000 (five hundred thousand US Dollars).	Must meet requirement	Must meet requirement	N/A	N/A	Form FIN -5.3.3



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Answer CADP Nº 3: As required in the RFB, Section III, page 54, point 5 3.3. Financial Situation: The Bidder must demonstrate access to or availability of, financial resources to meet the US \$ 500,000 (five hundred thousand US Dollars) cash flow requirement and, to that end, bidders may use banks, insurance companies, or other accredited financial entities to issue a Guarantee in the required amount.

Question 4: Evaluation Criteria – When an applicant submits a proposal for only one Lot (for example, Lot 1), what will be the evaluation criteria, in terms of the weight of each component? How will the weights of Lots 2 and 3 be distributed?

General Evaluation:	<p>ITB 35.4</p> <p>The Purchaser’s evaluation of responsive Bids will take into account scored technical factors, in addition to cost factors. The technical proposal scoring methodology is specified in Section III- Evaluation and Qualification Criteria.</p> <p><i>Proposals will be evaluated by the following set of criteria with the relative weights indicated:</i></p> <ol style="list-style-type: none"> 1. Technical characteristics: 20 points 2. Expansion capacity: 5 points 3. Maintenance costs: 5 points 4. Price: 70 points
	<p>ITB 35.4</p> <p>Discount Rate (I) for net present value calculations of recurrent costs (if any) is Zero percent (0%) per annum.</p> <p>The following rated criterion is used:</p> <p>The weight to be given for cost, X is: 0.7</p>

Answer CADP Nº 4: According to RFB Section II, pages 44-45, ITB 35.4: bidders must consider the following:

- The weight to be given for cost, X is: 0.7
- The weight to be given for technical evaluation, Y is: 0.3

While the technical evaluation categories will be evaluated by lots as indicated in the tables below:

LOT 1: The National Agricultural Statistics Information System (SNIEA)

Evaluation categories weighting	percent
<i>Technical characteristics</i>	20 points
Presentation of the company and main customers / references	5%
Proposed Solution, Approach & Methodology, and Work Plan	30%
Proposed Team and Service Levels	45 %
Project Implementation	10%
Training Plan	10%



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<i>Expansion capacity</i>	5 points
<i>Warranty and Maintenance</i>	5 points

LOT 2 – SERVERS AND ITS RELATED EQUIPMENT

Evaluation categories weighting	percent
<i>Technical characteristics</i>	25 points
Presentation of the company and main customers / references (experience in the field, at least 2 similar contracts in last 4 years, staff organization, and so on)	20%
Detailed description of the proposed equipment and services: description of Products, equipment and services	60%
Installation and operational services	10%
Schedule	10%
Training Plan	10%
<i>Warranty and Maintenance</i>	5 points

LOT 3 - COMMUNICATIONS NETWORKS SERVICE

Evaluation categories weighting	percent
<i>Technical characteristics</i>	25 points
Presentation of the company and main customers / references (experience in the field, at least 2 similar contracts in last 4 years, staff organization, and so on)	20%
Detailed description of the supply, installation and certification of the cabling network	60%
Proposed Team and Service Levels	10%
Installation and operational services	10%
Schedule	10%
<i>Warranty and Maintenance</i>	5 points



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Question 5: Technical Evaluation, Lot 1

5.a) The criteria in group “Technical characteristics” are worth 20% of the technical proposal when considering all the Lots. Will the weights of each individual criterium in the group be the same if a proposal is submitted for Lot 1 only (Request for Bids, page 50)?

Lot 1 – Technical Evaluation:

The weight to be given for technical evaluation, Y is: 0.3
 The technical evaluation categories are indicated in the table below mentioned.

LOT 1: The National Agricultural Statistics Information System (SNIEA)

Evaluation categories weighting	percent
<i>Technical characteristics</i>	20 points
Presentation of the company and main customers / references	5%
Proposed Solution, Approach & Methodology, and Work Plan	30%
Proposed Team and Service Levels	45 %
Project Implementation	10%
Training Plan	10%
<i>Expansion capacity</i>	5 points
<i>Warranty and Maintenance</i>	5 points

Answer CADP Nº 5.a): Please consider the answer to the previous question.

5.b) The criterium “Proposed Team and Service Levels” is worth 45% of the 20% of the technical proposal when considering all the Lots. How do you evaluate the team profiles if you submit a proposal for Lot 1 only (Request for Bids, page 136)?

Answer CADP Nº 5.b): Please see the answer to question 4.

Question 6: Risk Distribution – If the proposal is submitted for Lots 1, 2 and 3, the applicants must obtain an insurance of US\$ 1 250 000 (table below). Can we assume that in the case of applying for Lot 1 only the insurance must be 1/3 of that value, corresponding to US\$ 416 667?



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G. RISK DISTRIBUTION

Insurances (GCC Clause 37)

GCC 37.1 (c)	<p><i>The Supplier shall obtain Third-Party Liability Insurance in the amount of US\$1,250,000 (or equivalent in contract currency) with deductible limits of no more than US\$6.250 (or equivalent in contract currency).</i></p> <p><i>The insured Parties shall be as described in the GCC. The Insurance shall cover the period from the Effective Date of the Contract until Date of the Contract completion.</i></p>
GCC 37.1 (e)	<p><i>There are no Special Conditions of Contract applicable to GCC Clause 37.1 (e).</i></p>

Answer CADP N° 6: This issue will be discussed and agreed during contract negotiation.

Question 7: In case of any conflict on the tender specified forms format between "(c) Specific additional criteria" (on page 51 of "final CADP BI_RFB december2020 approved.pdf") and "SECTION IV - BIDDING FORMS", which one should we follow?

Answer CADP N° 7: Section III – Evaluation and Qualification Criteria, pages 49-63, and section IV - Bidding Forms, pages 65-109, are different parts of the same Request for Bids and should have no conflict.

Question 8: In "final CADP BI_RFB december2020 approved.pdf", "Delivery and installation deadlines (within 45 days after contract award)" on page 52 and "The total estimated duration of the work should not exceed 10 months from the date of contract award. " on page iii are inconsistent, which one should we follow?

Answer CADP N° 8: As stipulated in the RFB the total estimated duration of the work for the three (3) lots must not exceed 10 months from the date of contract award.

Question 9: Point (iv) on page 63 of "final CADP BI_RFB december2020 approved.pdf" mention that bidder must provide copies of the relevant [open-source license\(s\)](#) for open-source software. The "[open-source license\(s\)](#)" means the copies of their licenses statement, such as Apache License V2 "<https://www.apache.org/licenses/LICENSE-2.0>", is that correct?

Answer CADP N° 9: Bidders must offer all copies of the open code licenses.



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Question 10: For point (iii) on page 63 of "final CADP BI_RFB december2020 approved.pdf", which type of documents can be provided to the Purchaser's satisfaction? For example, Manufacturer's Authorizations for the distribution channels and the document which distribution channels authorize/provide/offer those services for the bidder to use in Angola Country, can that be satisfactory?

Answer CADP Nº 10: Correct. The authorizations of the manufacturer of the distribution channels and the document authorizing the bidder to provide/offer the respective services and/or equipment in Angola are acceptable.

Comments to the Request for Bids

Similarly, to other World Bank processes, LBC takes the liberty to present comments to the Request for Bids.

LBC suggests that the evaluation criteria applicable to a proposal for Lot 1 only should be adapted and, as such, be different than the criteria applicable to evaluate a proposal for all the Lots.

The result of the implementation of Lot 1 is the part of the project that will ultimately define the success or failure of the overall project. And given this importance for Lot 1, LBC believes that in the case of the criteria for evaluating a proposal for Lot 1 only, the weighting of the technical characteristics should be larger than 30%. We believe that this request is in the client's own interest.

For the success of Lot 1 the following issues will be fundamental:

- Business Expertise as well as Technical Competencies in the right balance
- A team with the right Business Experts, to put some thought into the business needs, both present and future. But also to bring knowledge of best practices and references, reducing risk and accelerating the system implementation
- Business Expertise will be key to correctly map the business needs to functional requirements. Without this task correctly done, the system will be something not up to the task
- The capability to do an adequate Systems Design and Analysis, translating the business needs to system functionalities



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- A technical team with people with the right profiles, but also with experience in implementing similar projects, that are capable of capturing the hidden needs and subtleties in implementing these sort of projects
- The capability of working closely with the client, with frequent interactions between the suppliers' experts and the client's team, as well as between technical teams

In our opinion, these are arguments to the extraordinary importance of the technical criteria in Lot 1, namely the ones that evaluate the team, the experience, and the methodology. Given this, LBC proposes the inversion of the weighting for Lot 1. Specifically, the proposal is for the Financial Criteria are weighted by 30% and 4 Technical Criteria by 70% or an imbalance that is close to these figures and that The World Bank finds adequate. Please note that these values are similar to other projects managed by The World Bank.

Procurement Unit
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