Republic of North Macedonia

Ministry of Transport and Communications

## Western Balkans Trade and Transport Facilitation Project

## CLARIFICATION NO. 1

## To the Request for Bids for the procurement of

## Design, Supply and Installation of the New Single Window (NSW) System in North Macedonia

## Ref. No.: WBTTFP-8929-MK-112C-RFB

Issued on date: June 13, 2024

To all prospective Suppliers and to all firms that have obtained the RFB documents

Dear All,

With reference to the question raised by the prospective Bidders and pursuant to the issued RFB for the stated subject, please find enclosed the Clarification Table below with the questions and answers.

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| ***CLARIFICATION TABLE*** |
| **No. of Question** | **Question** | **Ref. to the BD (RFB)** | **No. of Answer** | **Answer** | **Category:****Clarification or Amendment** |
| 1 | **Q:**I would like to request clarification regarding the general and specific experience required for the tender “WBTTFP-8929-MK-112C-RFB - Design, Supply and Installation of the New Single Window (NSW) System in North Macedonia”:- On page 58 of the Bid documentation is mentioned that general experience is required from the Bidder. Please confirm that the leader of the JV shall have general experience. - In case of involving a public authority to provide the specific experience, if the project was implemented by the public authority itself on the demand of the coordinating Minister, could that project used as specific experience or not? | RFB – SPNandSection III – 5. Qualification - 5.4 Experience - 5.4.1 General Experienceand5.4.2 Specific Experience | 1 | **A:**- We confirm that JV **Lead** member **must** meet requirement for 5.4.1 General Experience- State-owned enterprises or institutions or public authorities may be eligible to compete and be awarded contracts only if they can establish that they:i. are legally and financially autonomous;ii. operate under commercial law; andiii. are not under supervision by the agency contracting them.**Please consider stated above regarding 5.4.2 Specific Experience** | Clarification |
| 2 | **Q:**In the tender document, page 4, in paragraph (i) Experience it is requested:*“iii. Similar project will be considered as the project similar in size and with the following scope: (a) design, development and implementation of Single Window and Customs Automated Information System, (b) design, development and implementation of Trader Portal and / or E-customs Management Systems and (c) required hardware to support the NSW software solution - (references as “subcontractors” will be allowed for the bidders or JV partners).”*Please confirm that a project reference that demonstrates at least one of the following scope items will be considered sufficient to fulfil the related qualification requirement ii. : (a) design, development and implementation of Single Window and Customs Automated Information System, or (b) design, development and implementation of Trader Portal and / or E-customs Management Systems, or the (c) required hardware to support the NSW software solution. | RFB - SPNandSection III – 5. Qualification - 5.4 Experience - 5.4.1 General Experienceand5.4.2 Specific Experience | 2 | **A:**Please note that in the RFB in SPN and Section III is stated: “Similar project will be considered as **the project similar in size and with the following scope:**”This means that **part of the scope** of the Project that will be referenced in the Bid **should be all three items: (a), (b) and (c).****At least one of the required items is not sufficient to fulfill requirements.****The single bidder or JV (all members of JV combined, or at least one member of JV) must meet all the listed experience under points (a), (b) and (c).** | Clarification |
| 3 | **Q:**In the tender document, page 5, in paragraph (iii) Technical Capacity it is requested:*“7. One (1) certified specialist with professional level for service-oriented architecture - - at least a Bachelor degree in an ICT related discipline (information technologies / other relevant field) with a minimum of 7 years of experience. Prior experience of working with enterprise systems and infrastructure. Experience in the systems and technology for public sector organizations is required”.*Given that Service Oriented Architecture certifications are not very common in the market, we find this requirement restrictive to competition and can possibly exclude many capable SW solution providers. We believe that working experience in using SOA ensures the capability and proficiency of the candidate.We kindly request that this requirement be revised as follows:“7. One (1) certified software architect - at least a Bachelor degree in an ICT related discipline (information technologies / other relevant field) with a minimum of 7 years of experience. Prior experience of working with enterprise systems, Service Oriented Architecture and infrastructure. Experience in the systems and technology for public sector organizations is required”. | RFB - SPNandSection III - 5.5 Key Personnel | 3 | **A:****This requirement remains unchanged:**7. One (1) certified specialist with professional level for service oriented architecture - at least a Bachelor degree in an ICT related discipline (information technologies / other relevant field) with a minimum of 7 years of experience. Prior experience of working with enterprise systems and infrastructure. Experience in the systems and technology for public sector organizations is required. | Clarification |
| 4 | **Q:**Considering the volume of the documentation to be prepared and complexity of tender, we would like to request the extension of the tender submission date to 26th of July 2024, to allow more time for potential bidders to prepare high-quality proposal. | RFB – SPNandSection II - Bid Data Sheet (BDS) - ITB 23.1 | 4 | **A:**We are considering a request for extension of bid submission deadline, and we prepare Amendment no. 1 for extension of bid submission deadline up to July 26, 2024.**Please note that according to this extension, the last day for submission of questions/requests for clarifications is July 08, 2024.****Please see Amendment no. 1.** | Amendment |
| 5 | **Q:**In accordance with ITB7.1 and due to the volume of documentation required to present a comprehensive response, our Organisation hereby requests an extension to the submission deadline of 05/07/24. | RFB – SPNandSection II - Bid Data Sheet (BDS) - ITB 23.1 | 5 | **A:**We are considering a request for extension of bid submission deadline, and we prepare Amendment no. 1 for extension of bid submission deadline up to July 26, 2024.**Please note that according to this extension, the last day for submission of questions/requests for clarifications is July 08, 2024.****Please see Amendment no. 1.** | Amendment |
| 6 | **Q:**Given the inherent complexity of the project and our commitment to delivering a comprehensive and compliant offer, we kindly request an extension of three weeks to the current bid closing date.This project requires a meticulous approach and careful navigation through its complexities. The additional time will not only allow us to thoroughly understand and address these complexities but also to ensure that every aspect of our proposal aligns with the requirements and objectives of the project. | RFB – SPNandSection II - Bid Data Sheet (BDS) - ITB 23.1 | 6 | **A:**We are considering a request for extension of bid submission deadline, and we prepare Amendment no. 1 for extension of bid submission deadline up to July 26, 2024.**Please note that according to this extension, the last day for submission of questions/requests for clarifications is July 08, 2024.****Please see Amendment no. 1.** | Amendment |
| 7 | **Q:**Considering the huge scope of technical requirements, the current deadline for submission, and our strong will to prepare a comprehensive response for this bid we kindly ask you to extend the submission deadline for an additional two weeks. | RFB – SPNandSection II - Bid Data Sheet (BDS) - ITB 23.1 | 7 | **A:**We are considering a request for extension of bid submission deadline, and we prepare Amendment no. 1 for extension of bid submission deadline up to July 26, 2024.**Please note that according to this extension, the last day for submission of questions/requests for clarifications is July 08, 2024.****Please see Amendment no. 1.** | Amendment |
| 8 | **Q:**Due to the extensive requirements of this bid and the effort that is needed for its preparation we would like to ask you for an extension of the submission deadline by at least two weeks so that we can prepare a bid of a good quality. | RFB – SPNandSection II - Bid Data Sheet (BDS) - ITB 23.1 | 8 | **A:**We are considering a request for extension of bid submission deadline, and we prepare Amendment no. 1 for extension of bid submission deadline up to July 26, 2024.**Please note that according to this extension, the last day for submission of questions/requests for clarifications is July 08, 2024.****Please see Amendment no. 1.** | Amendment |
| 9 | **Q:**I am writing to formally request a three-week extension of the deadline for the RFP submission for the New Single Window (NSW) System in North Macedonia.This extension would allow us to:• Ensure a comprehensive and thorough proposal that meets all technical and functional requirements.• Collaborate effectively with our local partners and stakeholders to incorporate their inputs.• We believe that this additional time will enable us to submit a proposal that exceeds your expectations and contributes significantly to the success of the NSW system.We kindly request your consideration for this extension and look forward to your positive response.Thank you for your understanding. | RFB – SPNandSection II - Bid Data Sheet (BDS) - ITB 23.1 | 9 | **A:**We are considering a request for extension of bid submission deadline, and we prepare Amendment no. 1 for extension of bid submission deadline up to July 26, 2024.**Please note that according to this extension, the last day for submission of questions/requests for clarifications is July 08, 2024.****Please see Amendment no. 1.** | Amendment |
| 10 | **Q:**It is unclear if the required criteria “5.4.1 General Experience: Experience implementing similar Single window and Customs Automated Information System contracts in the role of prime supplier, management contractor, JV member, or subcontractor for at least the last five years (2019, 2020, 2021, 2022, 2023) prior to the applications submission deadline” should be fulfilled by At least one member or Lead member of the JV Must meet requirement. On the page 58 of the tender documentation, in the table of descriptions for 5.4 Experience, both areas are described, as below. | RFB - Section III – 5. Qualification - 5.4 Experience - 5.4.1 General Experienceand | 10 | **A:**We confirm that JV **Lead** member **must** meet requirement for 5.4.1 General Experience | Clarification |

**Please note that confirmation by e-mail of the receipt of this Clarification no.1 is compulsory!**

Yours sincerely,

**Slavko Micevski**

Procurement officer

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