



REPUBLIC OF NAMIBIA

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OFFICE OF THE EXECUTIVE DIRECTOR

Enquiries: Mr E. Iita
Reference No.: 4/5/P

Date: 14 February 2020

CLARIFICATION

REQUEST FOR THE EXPRESSION OF INTEREST FOR THE SUPPLY, DELIVERY, INSTALLATION, COMMISSIONING, SERVICING, REPAIR AS WELL AS DISPOSAL OF HIGH TECH MEDICAL EQUIPMENT TO SELECTED STATE HEALTH FACILITIES ON A LEASE BASIS

Introduction:

In advertising this EOI the Ministry sought to obtain proposals from prospective partners or suppliers of health care technology to consider possible options that can be used to acquire the same. After receiving these proposals, the Ministry evaluate all of them and determine the most suitable (1) Procurement method and (2) Nature of contract.

Conducting site visits is necessary for interested parties to provide comprehensive and responsive proposals. Without site visits, the proposals offered may not reflect realities on the ground. An inventory of medical equipment in public health facilities is available on request.

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QUESTIONS:

Question 1

Do you require a complete proposal with **equipment details, pricing, financing** as a complete offer including *supporting documentation and registrations*? As per **section 2.1**? Or would this only be applicable in the official tender document? Since this is only an expression of interest.

Answer:

This should be a complete proposal with all requirements to be attached, including pricing as stated in the Scope of Work.

Question 2

Do you require a basic outline of what our company is capable of? Registrations in Namibia with detail on the equipment we would be interested to supply? but without the details and financial plan? So in essence an overview of what equipment we would place where the service abilities etc. But no finalized details?

Answer: *please see the scope of work and expected deliverables in the document.*

Question 3

Do you require a submission of the relevant registration and other documents as listed in your document under point 3 with a **letter indicating our interest in participating**?

Answer: *Yes*

Question 4

Would it be possible to please request a postponement of the due date?

Answer: *Yes, the closing date has been extended from 31 January 2020 to 28 February 2020.*

Question 5

What is requested here is a massive amount of work during a time when most companies have limited human resources available.

Answer: *Bidders are expected to have the necessary capacity to complete the required documentation.*

Question 6

To whom can the below questions be addressed with regards to the Expression of Interest Tender?

Answer: *Questions should be addressed to: Procurement@mhss.gov.na*

V/B

Question 7

There is no item 2.2

Answer: *Omissions should be ignored*

TRAINING:

Question 8

Technical staff at the closest Clinical Engineering Workshop (CEW) must be included in the training.

Answer: *Yes*

Question 9

Manufacturer training of Biomedical Engineers and Technicians employed by the Ministry of Health and Social Services to be included. What is expected?

Answer: *Manufacture/Factory training as indicated in Annexure A of the Expression of Interest.*

Question 10

What should be included in the business proposal requested above under STATUTORY requirement?

Answer: *All documents as stipulated in the EOI as statutory, must be included.*

Question 11

Is Namibia Dollars the only accepted currency?

Answer: *Yes, offers must be quoted in Namibia Dollars only.*

Question 12

Will the Namibia Dollars be used as medium of exchange (i.e. Payment in Namibian Dollars against a foreign currency commitment), or as the main contracting currency with fixed payments?

Answer: *The Namibia Dollar is to be used as a main contracting currency and prices must be firm for the duration of the term.*

Question 13

Is the Ministry of Finance guaranteeing the payments for the required loan/lease?

Answer: *The financing of the project is the responsibility of the Ministry/Government.*

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Question 14

Do you expect a financial proposal to be included in the EOI?

Answer: *Yes. A summary of financial projections covering the domains offered should be included.*

Question 15

Is a meeting possible before the completion date for the EOI for engagement on questions from suppliers?

Answer: *No, all the queries with answers will be posted on the Ministerial (MOHSS) website.*

Question 16

Besides what's included in the EOI document would there be any areas of clinical specialization intended by the MOH for the hospitals. Would the MOH be open to receiving additional Value added solutions in this regard?

Answer: *Yes. The Ministry welcomes any proposal and would surely use them to formulate the basis of procurement.*

Question 17

With the suggested leasing model would they be open to agreeing alternate mutually feasible options?

Answer: *Yes*

Question 18

Is it a pre-requisite that a local entity prime this EOI (be the principal party) or would other contracting arrangements between a local entity and supplier be possible i.e. The partnership meets the pre-qualification requirements?

Answer: *No. Not a prerequisite*

Question 19

Is the expectation that the supplier procure for this project as turnkey? (the full wish list in the EOI invite)

Answer: *Yes*

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Question 20

Is any part of the equipment supply piece required to be funded?

Answer: *The successful company is expected to maintain the equipment.*

Question 21

When can the site visit be scheduled? (to update initial survey reports/assessment.

Answer: *Any time before the closing date.*

Question 22

The Request refers to certain government policies regarding public private partnerships (“PPP”). Has this project been identified as a PPP, as defined in those policy documents, and will it therefore be initiated, procured, and implemented under the Public Private Partnership Act, 2017?

Answer: *No. This project is not an PPP*

Question 23

If that is not the case, may respondents assume that the relevant procurement legislation will be the Public Procurement Act, 2015 and the Public Procurement Regulations, 2017?

Answer: *Yes*

Question 24

In either case, can MoHSS clarify (i) what is meant by “Namibian-owned” and (ii) the legislative or policy basis for the ownership requirements which are set out in the Request?

Answer: *What is meant by “Namibian owned” is companies owned by 100% Namibian citizens.*

Question 25

Could MoHSS confirm that this remains an expression of interest only, and not an invitation to bid? This is made clear in the original Request, but the subsequent notice refers to “bidders” and “bids”, so we wanted to check our understanding.

Answer: *It remains an Expression of Interest.*



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BEN NANGOMBE
EXECUTIVE DIRECTOR