|  |  |
| --- | --- |
| Clarification request | Clarification response |
| 1.RFB Budget: Is the specified amount in the request for bid inclusive of all lots, or is there a separate amount for each lot?  2.Bid Language and Document Translation: The Bid is in English, and supporting documents in another language are acceptable with accurate translations of relevant passages. For documents in Armenian (Charter, State Registration Certificate, and Beneficial Ownership Disclosure), could you specify which sections should be translated, or is it necessary to translate the entire document?  3.Qualification Criteria - Financial Statements: Should the submitted financial statements for the last three years (2021, 2022, 2023) bear the stamp of the State Revenue Committee? Should these statements be in English? If not required by local law, is an audit necessary? Should we submit Independent Audit Results?  4.Qualification Criteria - Average Annual Revenue: The requirement states that the average annual revenue for the three years should at least equal the value of the bid. Does this refer to revenue or net profit?  5.Clarification on ITB 19.9: ITB 19.9 mentions actions (a) and (b) resulting in a two-year ineligibility declaration. However, these actions are not specified. Could you provide clarification on this matter?  6.Manufacturer Authorization Requirement: We have a Dealer Contract and are officially declared as a dealer on ․․․'s website. Is this sufficient documentation, or do we need additional authorization from ․․․?  Additionally, for our bid, should we state the total price of the item plus VAT, or is it necessary to differentiate the costs and expenditures incurred for the acquisition of the item: import, shipment costs, etc.? | 1. The amount specified in the tender invitation is the amount of the loan agreement. Estimated amounts of the tender are distributed according to lots.  2. All documents must be translated into English according to ITB 10.1 of Section II - Bid Data Sheet (BDS) on page 20 of the invitation.  3. All documents included in the application must be submitted in English. If the audit is not mandatory according to the legislation of the given country, then the financial statements are presented without an independent audit opinion. Financial reports can be submitted without the stamp of the State Revenue Committee, only with an electronic signature.  4. Refers to income, not profit.  5. You can find the answer to your question on page 20 of the invitation - Section I – Instructions to Bidders (ITB) 19.9. If a Bid Security is not required in the BDS, pursuant to ITB 19.1, and: (a) if a Bidder withdraws its Bid during the period of Bid validity specified by the Bidder on the Letter of Bid, or any extended date provided by the Bidder; or: (b) if the successful Bidder fails to: sign the Contract in accordance with ITB 45; or furnish a performance security in accordance with ITB 46; the Borrower may, if provided for in the BDS, declare the Bidder ineligible to be awarded a contract by the Purchaser for a period of time as stated in the BDS.  6. The dealer contract is not enough, you need a Manufacturer's Authorization using the form included in Section IV, Bidding Forms to demonstrate that it has been duly authorized by the manufacturer or producer of the Goods to supply these Goods in the Purchaser's Country.  The Bidder shall fill in the Price Schedule Forms in accordance with the instructions indicated in the Price Schedule Forms. The list of line items in column 1 of the Price Schedules shall coincide with the List of Goods and Related Services specified by the Purchaser in the Schedule of Requirements. Depending on the type of quotation, the cost of the product, the cost of delivery and related and other services and/or VAT are added as required. |