

INVITATION TO TENDER FOR Value Chain Analysis and Business Model development for the
Manica Agro-Food Centre (CAAM). Manica Province, Mozambique CIG-9904219413
FAQ
(Last update 13-09-2023)

1. Regarding the Key experts the instructions request " a copy of employer certificates or references, or signed copies of consultancy or labour contracts, proving the professional experience indicated in their CVs". That said, we would like to request the waiving of that requirement and replace it by the obligation of supplying in each CV all contact details of previous employment and professional experience.
2. We have noted your request in the point 4.1, subpoint 3(b) of the Instruction to Tenders to provide a copy of employer certificates or references, or signed copies of consultancy or labour contracts, proving the professional experience indicated in the CVs of Key experts. Would you accept as valid proof only indicate the name and contact details of references, or do you need signed reference letters from each employer?

As stated in the point 4.1, subpoint 3(b), the tender must submit, as part of the technical offer, a copy of employer certificates or references, or signed copies of consultancy or labor contracts, proving the professional experience indicated in the CVs of Key experts.

3. Is the absence of prior experience in Mozambique an absolute disqualifying factor, or is it something that we can address within the context of our application?

As stated in the Additional Information to Contract Notice's document, in the point 16 (Selection Criteria), sub-point 2 (Professional Capacity), and as expressed in the Errata Corrige published on the 1st of September 2023, the candidate must have experience in Sub-Saharan African countries. The reference period which will be considered will be the last three years preceding the submission deadline.

4. With reference to your request to provide the electronic version of the technical and financial offer in the package that will be delivered to your offices (paragraph 4 of the Instruction to Tenderers), please note that the custom might ask the involvement of the Italian Agency for Development Cooperation to support the clearance of the package because it contains electronic devices. This might cause delays in the procedure. So, we kindly ask whether it is possible to: (i) send only the printed version; (ii) send the encrypted documents by certified email. In this case, we would send the password only upon request of AICS.

As stated in the art. 4 of the Instruction to Tenders: "The electronic version of the technical offer must be included with the printed version in the separate"

envelope in which the technical offer is submitted. The electronic version of the financial offer must be included with the printed version in the separate envelope in which the financial offer is submitted”.

5. With reference to the deadline for the submission of proposals (28/09/2023 at 16.30) and as we are planning to deliver it by courier, does the proposal have to arrive to your Maputo premises by that deadline or does it only have to be sent out by that deadline?

As stated in the art. 8 of the Instructions to tenders: “EITHER by post or by courier service, in which case the evidence shall be constituted by the postmark or the date of the deposit slip, issued when the documents are delivered to the post or courier service”.

6. In regard to art. 16, point 1 of Additional Information to Contract Notice, on Selection criteria, Economic and financial capacity stating: “The average annual turnover of the candidate for the last 3 (three) closed financial years must be at least EUR 200.000,00. In case of a consortium this criterion must be fulfilled by each member in at least 50%” we would like to ask you the following clarification. We would like to include a start-up in our consortium, which is a subsidiary company of one partner of the consortium, and which constitutes an added value for our offer. Being a start-up created in July 2022, the balance-sheet available is, as common to many startups, a loss-making balance sheet. The economic and financial capacity criteria (ref. art. 16, point 1, Additional information to contract notice) would be abundantly fulfilled by the other two members of the consortium, so the criteria would be met by the consortium as a whole. With reference to legislative decree no. 50/2016 in the tender documents and, given the general principle of *favor participationis* in the context of public procurement procedures, we would like to ask you for confirmation that it is possible to include the above-mentioned startup as partner.

The mentioned sentence, in the art. 16 point 1, refers to the need for each member of the consortium to have annual turnover of at least EUR 100.000,00 in the last 3 (three) closed financial years. Considering the general principle of reliance on the capacities of other entities, the tenderer shall prove to the contracting authority with a statement of the interested members of the consortium that the start-up entity has at its disposal the minimum economic and financial capacity, made available by another entity of the consortium.