

SADC SECRETARIAT RESPONSES TO REQUESTS FOR CLARIFICATIONS

REFERENCE NUMBER: SADC/3/5/2/51

REQUEST FOR SERVICES TITLE: CONSULTANCY SERVICES TO SUPPORT THE INDUSTRIALISATION AND PRODUCTIVE SECTORS (SIPS)

DATE OF ISSUE OF RESPONSES: 15th November 2019

Question N ^o	Question	SADC Secretariat Response
N ^o 1	What is the meaning of the phrase “ that are similar to the proposed works. ” Do these contracts foresee works?	No, it is a service contract
N ^o 2	What does the statement “ that have been successfully and substantially completed ” mean? We understand the meaning “that have been successfully completed”. We also understand the meaning of “that have been substantially completed.” i.e. its not yet completed but majority implementation of activities is done. The combination of the two phrases is confusing	The key meaning is in the use of the two words success and completion. In the context, the former refers to an accomplishment of a task, activity or project as per the set parameters – such as cost, size and scope etc. Whereas the latter refers to a simple completion of a task, activity or project based on set milestones.
N ^o 3	Do the statements “ within the last 5 years ”, “ that have been successfully and substantially completed ” mean that the contract must have been completed and the majority of implementation must have happened within the last 5 years?	Correct
N ^o 4	Or do the statements mean that contracts to qualify shall include those contracts yet to be completed but the majority of its activities have been implemented in the last 5 years	Correct
N ^o 5	Would a contract which started in 2008 and ended in 2015 qualify under this criterion? This is a contract completed within the last 5 years but the majority of implementation happened outside of the last 5 years. Please explain	Based on responses nr. 3 and 4, preference would be on contracts whose majority of activities would have been undertaken in the last 5 years”
N ^o 6	Would a contract which started implementation in 2015 and activities will end in June 2020 qualify under this criterion? This is a contract where the majority of implementation of activities happened within the last 5 years but contract is not yet completed. Please explain	Please see response nr. 3
N ^o 7	Could we please have access to the Scope of the Contract as it has a	These are the last three pages of the

	bearing on the choice of reference contracts to be submitted and for purposes of your confirmation of the similarity	prequalification document that can be found on https://www.sadc.int/files/6415/7176/1857/PR E_QUALIFICATION_DOC_-_SIPS.pdf
Nº 8	<p>Criteria 2.1 b) “) At least 50% of the Applicant’s activity shall be in the following area of specialization: in the field of regional or cross-border industrial development in general, with a focus on agro-processing and/or pharmaceutical sectoral development”</p> <p>Form 2b requires that this “Specialization” in this contract be associated with the relevant “Reference clause of the Article of Incorporation or Constitution Document”, we find this a bit unrealistic considering the different areas of operations that consulting firms usually work on through different units of expertise.</p> <p>Considering that firms are not created to respond to tenders but to Thematic Areas, wouldn’t the information on Form 3, “Annual Turnover, Out of which: Annual Turnover Specific to the area of the contract” be a bit more realistic to comply with? Is there any hope this can be changed?</p>	<p>Disregard “Reference clause of the Article of Incorporation or Constitution Document”.</p> <p>Indicate the area specialization which your company had over the past 3 years pursuant to Section III, Qualification Criteria and Requirements, namely 2.1b.</p>
Nº 9	Could you explain what is defined as “substantially” completed?	It Means those contracts yet to be completed but that the majority of activities must have been completed. See also answer nr. 2 above.
Nº 10	Could you explain how the requirement “within the last 5 years” is defined, i.e. would a contract which started in 2011 and ended in 2015 qualify under this criterion?	Correct meaning would be for contracts whose majority of activities must or ought to have been implemented or completed within the last 5 years.
Nº 11	Under requirement 2.1b) is further specified that “At least 50% of the Applicants activity should be in the following area of specialization “in the field of regional or cross-border industrial development in general, with a focus on agro-processing and/or pharmaceutical sectoral development. Does this requirement refer to each of the submitted references or to the total activities of the applicant company?”	It refers to the “total activities” of the company if it is a sole applicant or to the “total activities” of a joint venture.

N° 12	<p>If the requirement refers to the total activities of the applicant, given the variety of thematic fields that many consulting firms usually work on through different departments, is it possible to indicate the area of specialization in percentage of turnover of the respective technical Department submitting the prequalification application? Or is it possible that this criterion will be changed to allow for absolute numbers of turnover under this technical criterion (as otherwise companies with a smaller amount of projects and a lower turnover could win over companies with a higher amount of projects and turnover in this specific domain but a larger overall portfolio and thus a lower percentage of the specific domain in their overall turnover</p>	<p>50% in relation to thematic fields refers to the type of activities and not to the percentage of the turnover, which may be addressed by appropriate joint venture / consortia rather than application of the department.</p>
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End of Responses

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