

ROMANIA
NATIONAL AGENCY FOR FISCAL ADMINISTRATION
REVENUE ADMINISTRATION MODERNIZATION PROJECT

Network Improvement for Data Centers

PRE-BID MEETING
Bucharest; January 19th, 2016

Background

According to the provisions of Clause 10.2 of Section II. *Bid Data Sheet* in the Bidding Documents dated November 26th, 2015, all prospective bidders were invited to attend a pre-bid meeting at the Purchaser's headquarters (Room 203, ANAF's head offices, Apolodor, 17, Bucharest).

The purpose of this meeting is to facilitate a better understanding of the main provisions of the bidding documents and to clarify to the extent possible all aspects that need further explanations.

Proceedings

The meeting started at 10.00 hours on January 19th, 2016 in the presence of NAFA representatives involved in this procurement. Representatives of prospective bidders attended the meeting, as per the attached Register of Attendance.

Representatives of NAFA made a brief summary of the clarifications and amendments issued so far under this procurement, with particular emphasis on Amendment 2 that modified the requirements for Lot 1 (Acceleration and Protection Subsystem).

In addition to the technical discussions, NAFA representative drew the prospective bidder's attention to the following procedural/contractual matters:

- Careful attention must be paid to adhering to the format, validity and currency of the bid security.
- Careful attention must be paid to the general and special conditions of contract – including the clauses on payment and performance securities. These are the contract conditions that must be accepted by the bidder if awarded the contract. Any concerns need to be flagged prior to bid submission. Reservations included in the bid are most likely to result in the rejection of the bid.
- Under a single-stage bidding process, once the bids have been submitted, the scope for the Evaluation Committee to seek clarifications is sharply limited (i.e., bidder clarification cannot lead to changes in the technical and commercial feature of the submitted bid).
- Careful attention must be paid to the hierarchical structure of the price schedules. ITB 26.2 mandates that the Evaluation Committee correct any arithmetic errors in the price schedules (including ambiguities and inconsistencies) by starting with unit prices

and quantities and building up the subtotals built from this basis. Bid ranking must be made on the basis of these corrected totals (if they differ from the overall bid price).

- The bidders should use the format of the Technical Responsiveness Checklist to present the item-by-item response to the Purchaser's Technical Requirements. It is essential that the technical bid embodied in the completed Checklist: (i) is complete vis-à-vis the Purchaser's Technical Requirements; (ii) substantiates the compliance of the technical bid for each requirement; (iii) and is fully cross-referenced to supporting materials in the bid.

The attendants asked questions and requests for clarifications, which received the following answers from the Purchaser's representatives:

Q1: *Do the Technical Requirements include power and environmental conditioning equipment?*

A1: **No. The existing (Tier-1) data centers have adequate power and cooling facilities. The Technical Requirements encompass only the necessary cables and ancillary items to connect the supplied equipment to the existing data center infrastructure (e.g., no additional UPSs are required).**

Q3: *Are the provisions of the Amendments numbers 1-2 adding supplementary requirements for the team members for both Lots?*

A3: **No. Changes introduced in Amendment 2 relate to Lot 1. The Lot 2 team requirements remain unchanged.**

Q4: *May a bidder submitting bids for both lots propose the same individual expert for roles in each bid?*

A4: **Yes. If the proposed candidate is credible for both positions, the Bidder can propose the same expert for positions in Lot 1 and in Lot 2.**

Q5: *In documenting the access to liquid assets via a bank balances, should the bank statement be stamped and signed by an official of the relevant bank?*

A5: **It is recommended to have the bank's stamp. This substantially reduces the risk of the credibility of the submitted documents being in doubt.**

Q6: *Will Lot 1 and Lot 2 be implemented simultaneously?*

A6: **The two lots will be implemented broadly in parallel – but not necessarily simultaneously. Bidders should propose a detailed implementation timetable (for each lot) that is consistent with the high level timetable specified in the respective Lot 1 and Lot 2 Implementation Schedules.**

No written questions or requests for clarifications were received.

The NAFA representative emphasized the opportunity for written clarifications remains open and, as per Amendment 2, a second pre-bid meeting will be held (at 10.00 hours local time on February 18th, 2016) to provide bidders a chance to digest and discuss Amendment 2 as well as the clarification response(s).

The meeting was adjourned at 11.00 hours.

Representatives of the Purchaser:

Virgiliu Păun (DGTI)

Aron Emil Tătaru (PMU)

Ciprian Gheorghe (DGTI)

Leonard Teiușanu (PMU)

Răzvan Vâlceanu (DGTI)

Theodor Stănescu (PMU Consultant)

Alexandru Cătălin Mihai (DGTI)

Craig Neal (PMU Consultant)

Victor Voicu (PMU Consultant)

Representatives of potential bidders:

Cosmin Nerodea (Novatech Integrated Solutions)

Dana Niculescu (Telekom)

Lucian-George Bărbulescu (HP Romania)

Ciprian Negrilă (Telekom)

Aurel Munteanu (DataNet Systems)

Adrian Brill (Computer Sharing)

Alex Tecuceanu (DataNet Systems)

Andrei Bostan (Teamnet International)

Horațiu Jugănaru (Sunsmart Integrare IT)