

ROMANIA
NATIONAL AGENCY FOR FISCAL ADMINISTRATION
REVENUE ADMINISTRATION MODERNIZATION PROJECT

Procurement of Hardware, Software and Training for Primary, Secondary and Data Warehouse Centers

PRE-BID MEETING
Bucharest; November 14th, 2014

Background

According to the provisions of Clause 10.2 of Section II. *Bid Data Sheet* in the Bidding Documents dated October 28th, 2014, all prospective bidders were invited to attend a pre-bid meeting at the Purchaser's headquarters.

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.

In a message addressed to all registered bidder on November 11th, the Purchaser confirmed that the pre-bid meeting would be organized on November 14th at 10.00 hours as indicated in the bidding documents and kindly requested the bidders that, to the extent possible, they should submit their questions and requests for clarifications in writing, in order to allow the Purchaser's staff to prepare adequate clarifications.

Proceedings

The meeting started at 10.00 hours in the presence of NAFA representatives involved in this assignment. Representatives of prospective bidders attended the meeting, as per the attached Register of Attendance.

RAMP Procurement Adviser made a brief presentation of the main steps of this procurement procedure under World Bank's 2011 Procurement Guidelines, with particular emphasis on the main sections of the bidding documents, bid preparation and submission, evaluation of bids, bid security, forms to be filled and conditions of contract (general and special).

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

Q1: Does the Purchaser allow bid securities issued by insurance companies (sureties)?

A1: According to ITB 17.2 (a) in Section I. Instructions to Bidders, please note that **the Purchaser will accept bid securities issued by insurance companies (sureties), provided that they comply with the format of the sample bid security provided in the bidding documents.**

Q2: Do the facilities allowed by the Romanian legislation to SMEs apply to this procurement? (e.g. an SME could provide a bid security for half the requested amount)

A2: **No. The facilities for SMEs are not applicable in World Bank procurement.**

Q3: What should be the currency of the bid security?

A3: As per ITB 17.1 in Section II. Bid Data Sheet, the amount of the Bid Security shall be 40,000 (forty thousand) Euro (€) **equivalent**. Consequently, the bid security can be denominated in **Euro or equivalent in local currency (RON) or any freely convertible currency**.

Q4: For the purposes of meeting the qualification criteria, can a bidder rely on the support of a third party? (e.g. financially)

A4: **No.** The qualification criteria apply solely to the bidder (a firm or a consortium/JV).

Q5: Which is the deadline for submission of clarification questions?

A5: As per ITB 10.1 in Section I. Instructions to Bidders, *the Purchaser will respond in writing to any request for clarification or modification of the Bidding Documents that it receives no later than **twenty-one (21) days prior to the deadline for submission of bids***. Based on the deadline of December 9th, this date is **November 18th**. The Purchaser will make every effort to respond to requests received even after this date, if it is in the interest of clarity.

Q6: What type of documents are accepted as proof of similar experience? (e.g. client references, copies of contracts)

A6: **The bidders may attach any document that can demonstrate to the Purchaser that the bidders indeed possess the required experience.** Please also include **clear contact details of previous clients**, so the Purchaser can verify the information, if deemed necessary.

Q7: If the manufacturer has an authorized representative in Romania, can the original of the MAF be issued in Romanian, accompanied by an English translation?

Q7: **Yes, this is acceptable.**

Q8: In the case of a JV, can the qualification criteria be met by the JV partners collectively, or each partner should individually meet the criteria?

Q8: There will be a separate clarification issued to address this question. **The financial criteria (turnover) can be met by all JV partners collectively.**

Q9: In the case of a JV, should the leader of the JV meet any other criteria than the ones stipulated under qualification criteria?

Q9: There are no additional requirements for the leader of the JV than the ones specified in the bidding documents.

Q10: In the case of a JV, is it allowed that only one partner have a permanent presence in Romania, or should all JV partners be registered in Romania?

A10: There is no requirement regarding registration in Romania for each JV partner. According to the Technical Requirements, the bidders shall demonstrate that they can establish, ensure and provide on-site support as detailed in Section VI. *Technical Requirements*.

Q11: When original documents are available in Romanian, should the English translation be notarized?

A11: Notary authentication of translations is not mandatory.

Q12: In the case of a JV, should the JV agreement be notarized?

A12: The JV agreement should be signed and legally binding to all members of the JV. No additional authentication is required.

The Purchaser received further requests for clarifications, which will be answered in writing in the following days.

The meeting was adjourned at 11.30 hours.

Representatives of NAFA:

Gabriela Stan
Mihai Mironov

Virgiliu Paun
Victor Voicu

Representatives of potential bidders:

Alexandru Tecuceanu (Datanet Systems)
Aurel Munteanu (Datanet Systems)
Marcel Murariu (Star Storage)
Madalin Geana (Star Storage)
Ionut Cristian Paun (Logic Computer)
Costica Marian (Sysdom Proiecte)
Ceausu Ramona (Q'Net International)
Gabriel Mitroi (Q'Net International)
Cristian Negrila (Telekom Romania)

Lavinia Ciocan (Asesoft Technologies)
Moroeanu Mirabela (HP)
Ciucu Gabriel (Focality)
Cretu Laurentiu (Focality)
Bogdan Iuga (Bull Romania)
Horatiu Juganaru (Sunsmart Integrare IT)
Dan Topala (Softline International)
Andrei Zichisanu (Softline International)
Dana Niculescu (Telekom Romania)