

ROMANIA
NATIONAL AGENCY FOR FISCAL ADMINISTRATION
REVENUE ADMINISTRATION MODERNIZATION PROJECT

Network Improvement for Data Centers

PRE-BID MEETING

Bucharest; February 10th, 2015

Background

According to the provisions of Clause 10.2 of Section II. *Bid Data Sheet* in the Bidding Documents dated January 8th, 2015, 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 February 2nd, the Purchaser confirmed that the pre-bid meeting would be organized on February 10th 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 staff 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, bid security, forms to be filled and conditions of contract (general and special). The attention of the prospective bidders was drawn to the following 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 World Bank procedures, there are no special facilities for SMEs as under Romanian public procurement.

- The deadline for submission of requests for clarifications is 21 days prior to the bid submission deadline, as per the bidding documents. The NAFA team will make a best effort to respond to requests after this date – provided this does not have negative impact on the bidding process and schedule.
- Careful attention needs to be paid to ensuring the completeness of the bid (including those parts specified in ITB 16).
- In particular, the bidder’s item-by-item commentary on the Purchaser’s Technical Requirements is central to the technical evaluation. A contract may not be awarded to a bidder whose bid contains any (material) deviations from the Technical Requirements.
- The bidders should use the format of the Technical Responsiveness Checklist to present the item-by-item commentary.
- As noted in ITB 16, the bidders must provide a Preliminary Project Plan – with coverage of the topics specified in the Bid Data for ITB 16.2(c).
- In the interest of timely bid evaluation, the bidders are strongly urged to provide a digital copy of their bids – in a format that allows the evaluation team to extract text from the digital copy (i.e., not a just an image file or locked-down pdf file). Note: the hard-copy original bid is the official bid. The digital version serves to the facilitate bid evaluation process only.

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

Q1: Should the bidders sign and initial the Contract Agreement and Conditions of Contract and attach them as part of their bids?

A1: No, the Instructions to Bidders do not require that the contract be signed and initialed by the bidders at this stage in the procurement process.

Q2: In demonstrating the qualification requirement regarding similar experience, do the bidders have to attach copies of relevant contracts? This can be a problem with some former clients, due to confidentiality issues.

A2: The text of the bidding documents does not require copies of contracts, but the bidders should present as a minimum the previous clients’ written confirmation/recommendation, which should include technical details of the scope of the contract (no financial details are required) that would enable the evaluators to determine the technical complexity and adequacy to the requirements of this particular procurement. In particular, the information provided needs to be sufficient for the evaluation teams to confidently ascertain that the bidder has supplied and installed “*an integrated high-availability datacenter communications solution with a datacenter fabric subsystem (leaf layer and spine layer) and a datacenter core subsystem architecture.*” This needs to be demonstrated within a single contract, although the bidders may provide more than one example of such a contract.

Q3: In demonstrating the financial qualification requirements (access to Euro 100,000 to demonstrate liquidity), what sort of evidence should the bidders provide? Is bank balance acceptable? Should the bank information include a contract?

A3: The bidders should present supporting evidence that they meet the liquidity requirement such as bank balances, unencumbered securities, approved lines of credit etc. The contact information is not mandatory. But it may facilitate timely post-qualification in the event the bidder is awarded the contract and NAFA determines that confirmation is warranted.

No written questions or requests for clarifications were received.

The meeting was adjourned at 11.00 hours.

Representatives of NAFA:

Gabriela Stan

Virgiliu Paun

Corina Gheorghiu

Ciprian Gheorghe

Adrian Valman

Constantin Barbulescu

Victor Voicu

Craig Neal

Representatives of potential bidders:

Alexandru Tecuceanu (Datanet Systems)

Aurel Munteanu (Datanet Systems)

Horatiu Juganaru (SunSmart Integrare IT)