



## **BID CLARIFICATION MATRIX NO. 2**

### **PROCUREMENT OF SUPPLY, DELIVERY, INSTALLATION, COMMISSIONING, TRAINING AND AFTER-SALES SERVICES FOR LABORATORY EQUIPMENT**

**TENDER NUMBER: PRQ20241185**

**JUNE 20, 2025**

**FUNDED BY**

**French Development Agency**



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### Procurement of Supply, Delivery, Installation, Commissioning, Training and After-sales Services for Laboratory Equipment

PRQ20241185

This Bid Clarification Matrix No. 2 is an integral part of the solicitation document **and, as such, should be carefully reviewed** by service providers when preparing and submitting bids.

All communications must be addressed to the procuring entity, TradeMark East Africa, through [procurement@trademarkafrica.com](mailto:procurement@trademarkafrica.com) as outlined in the tender document.

#### QUESTIONS AND ANSWERS

S/No.	Questions	Clarification Response	Status
1.	Item 3 : Ttotal sulfur analyzer. The inquiry seems to be for an old technique as per astm D1552 which is not a common technique for total sulphur unless it is including solid samples like coal. Can it be replaced by ED-XRF as per astm D4294 (for liquid samples only)	Item 3: Total Sulfur Analyzer The original reference to ASTM D1552 may relate to solid samples. ED-XRF in accordance with ASTM D4294 is acceptable, provided it is specified for liquid samples only. Solid sample applications would still require adherence to the originally stated method.	Closed
2.	Item 4: For point Apparatus. We expect a typo error. Is it Pour point apparatus? Can an automated instrument be accepted?	Item 4: Pour Point Apparatus Confirmed: the correct term is "Pour Point Apparatus". Automated instruments are acceptable and may be proposed as long as they comply with relevant ASTM or ISO methods.	Closed
3.	Item 7: There are many types and constant of capillary viscometer tubes. We would need type, constants and quantity of each	Item 7: Capillary Viscometer Tubes Suppliers must specify the types, constants (e.g., K values), and quantities for each type of capillary viscometer tube. These should be suitable for petroleum or lubricant testing under ASTM D445 or equivalent.	Closed

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4.	Kindly provide an understanding of three years warranty is expected as well as a maintenance once a year for three years	<p>Warranty and Maintenance</p> <p>At least 2-year warranty is required for all equipment. Additionally, one preventive maintenance visit per year for three years must be included in the offer.</p>	Closed
5.	<p><b>Clarification 1 – Lot 2, Item No. 1: F1 Stainless Weights</b></p> <p>a. The quantity of F1 Stainless Weights listed in the "List of Goods and Delivery Schedule" (page 69) does not match the quantity stated in the "Technical Specifications" section (page 92). Kindly confirm the correct quantity.</p> <p>Our interpretation is that the requirement is for:</p> <ul style="list-style-type: none"> <li>Two (2) sets of F1 stainless weights from 1 mg to 1 kg (25 pieces per set), and</li> <li>Two (2) sets of F1 stainless weights with 7 pieces each (1 kg, 2 kg, 2 kg, 5 kg, 10 kg, 20 kg, 20 kg).</li> </ul> <p>Please confirm if this interpretation is correct.</p>	<p>Lot 2, Item 1: F1 Stainless Weights</p> <p>Clarified requirement:</p> <p>2 sets of 25 weights each (1 mg to 1 kg)</p> <p>2 sets of 7 weights each (1 kg to 20 kg)</p> <p>All weights must be Class F1, stainless steel, and OIML R111-compliant, with traceable calibration certificates.</p>	Closed
6.	<p><b>Clarification 2 – Lot 2, Item No. 2: M1 Stainless Weights</b></p> <p>a. The quantity listed in the "List of Goods and Delivery Schedule" (page 69) differs from the one in the "Technical Specifications" (page 92). Please confirm the correct quantity.</p> <p>b. The item description in the "List of Goods and Delivery Schedule" states "M1 Stainless Weights," but the Technical Specifications (page 92) refer to materials different from stainless steel. Kindly clarify the required material for these weights.</p>	<p>Lot 2, Item 2: M1 Stainless Weights</p> <p>Confirmed material is stainless steel, not cast iron. Quantity must match the Schedule of Requirements.</p> <p>Weights must be Class M1 and certified.</p>	Closed
7.	<p><b>LOT 4: Quality Control Equipment</b></p> <p><b>Item no. 10:</b> Kindly clarify if you need either forced convection incubator or natural convection incubator.</p>	<p>Lot 4, Item 10: Incubator Type</p> <p>A forced convection incubator is required. It provides better temperature</p>	Closed

S/No.	Questions	Clarification Response	Status
		uniformity and recovery, which is preferred for microbiological testing environments.	
8.	<b>LOT 4: Quality Control Equipment</b> <b>Item no.11:</b> kindly clarify the capacity in liters of the refrigerated incubator.	Lot 4, Item 11: Refrigerated Incubator Capacity  The required internal capacity is approximately 110 litres, consistent with mid-sized laboratory refrigerated incubators used for microbial and chemical sample storage.	Closed
9.	<b>LOT 4: Quality Control Equipment</b> <b>Item no 19: 3M Petrifilm NEOGEN advanced reader</b> Kindly share the application as the reader requires different plates according to application i.e 3m petrifilm aerobic count plates (ac), 3m petrifilm coliform count plates (cc), 3m petrifilm enterobacteriaceae count plates (eb), 3m petrifilm e. coli count plates (ec), 6434 petrifilm select e. coli count plate 25/pch 2 pch/bx, petrifilm staph express plates 2x25 pcs, petrifilm lactic acid count plate etc  How many plates should be included?	S/No. 9 – Lot 4, Item 19: 3M Petrifilm Reader – Applications  Applications include: <ul style="list-style-type: none"> <li>• Aerobic Count</li> <li>• Coliforms</li> <li>• E. coli</li> <li>• Enterobacteriaceae</li> </ul> Quantities of plates are not fixed; suppliers should propose a suitable variety and volume to cover the above applications for training and initial use.	Closed
10.	<b>LOT 4: Quality Control Equipment</b> <b>Item no. 23 – Power cord suitable:</b> kindly clarify the equipment to be used with the power cord.	Lot 4, Item 23: Power Cord  Each power cord must be compatible with the equipment offered. Suppliers must identify the corresponding device and provide appropriate cords (e.g., EU/IEC standards) for each.	Closed

S/No.	Questions	Clarification Response	Status
11.	<b>LOT 4: Quality Control Equipment</b> <b>Item No. 25 Filter -0.2µm filter x5</b> Please confirm the required filters diameter. Do you need membrane filters or syringe filters? Kindly confirm the required filters material...ie nylon, PTFE etc	Lot 4, Item 25: 0.2µm Filters Suppliers may provide either membrane or syringe filters, depending on compatibility with the system. Preferred materials include PTFE or Nylon. Filter diameter should be compatible with common 47 mm filter holders unless otherwise stated.	Closed
12.	<b>LOT 4: Quality Control Equipment</b> <b>Item no. 26:</b> kindly clarify if you need 6 place or 3 place Multivac ramp- multi-station.	Lot 4, Item 26: Multivac Ramp Stations  A 6-place multi-station vacuum manifold is preferred to allow for higher throughput. The clarification supports supplier discretion but recommends offering the 6-place configuration.	Closed
13.	<b>LOT 4: Quality Control Equipment</b> <b>Item no. 10:</b> Kindly clarify if you need either forced convection incubator or natural convection incubator.	Repeat of S/No. 7  Clarifies again that a forced convection incubator is required.	Closed
14.	<b>LOT 4: Quality Control Equipment</b> <b>Item no.11:</b> kindly clarify the capacity in liters of the refrigerated incubator.	Repeat of S/No. 8  Reconfirms 110-liter capacity for the refrigerated incubator.	Closed
15.	<b>LOT 4: Quality Control Equipment</b> <b>Item no.23 – Power cord suitable:</b> kindly clarify the equipment to be used with the power cord.	Repeat of S/No. 10  Restates that equipment-specific power cords are required.	Closed
16.	<b>LOT 4: Quality Control Equipment</b> <b>Item no. 26:</b> kindly clarify if you need 6 place or 3 place Multivac ramp- multi-station.	Repeat of S/No. 12  Reiterates preference for a 6-place manifold.	Closed
17.	Will all prices be exempted of import taxes and duties and import VAT or NOT?	Taxes and VAT Exemption  Import duties and VAT are expected to be exempted, and the procuring entity	Closed

S/No.	Questions	Clarification Response	Status
		(TMA/ADN) will facilitate this. However, bidders must include all clearance and handling costs in their pricing.	
18.	<p>Kindly confirm if exemptions for taxes and duties <i>will</i> be granted? Additionally, it was advised we would need to account for clearance costs in our offer.</p> <p>Based on this information, we are preparing DDP Incoterm delivery rates. Should exemptions be confirmed, we will exclude duties and taxes.</p>	<p>Tax Exemption Confirmation &amp; Clearance</p> <p>Further confirms that exemptions will be officially requested, but customs clearance remains the bidder's responsibility, and should be costed in DDP rates.</p>	Closed
19.	<p>Kindly clarify what is the exact ITB number. In the Invitation for Bids and on the first page of Bidding Documents it is indicated IFB no. PRQ20241185, while in Section II. Bid Data Sheet, under point ITB 1.1 is stated "The number of the Invitation for Bids is: PQR20251185.</p>	<p>ITB Number Discrepancy</p> <p>The correct tender reference is PRQ20241185. The mention of PQR20251185 was a typo in the Bid Data Sheet.</p>	Closed
20.	<p>Please indicate what is the exact deadline for the submission of bids.</p> <p>Section II. Bid Data Sheet, under point ITB 22.1 indicated June 3rd, 2025, while on the TradeMark Africa website is stated that the deadline for the submission of bids is 5th June 2025.</p>	<p>Submission Deadline Discrepancy</p> <p>Confirmed: Submission deadline is July 3, 2025, by 4:00 PM Djibouti time. Any conflicting online postings are outdated.</p>	Closed
21.	<p>According to ITB 14. Bid Prices and Documents, point 14.8 (ii) (b) For Goods manufactured outside Purchaser's Country, to be imported: "Any Purchaser's Country sales and other taxes which will be payable on the Goods if the contract is awarded to the Bidder", the final price has to include sales and other</p>	<p>Request for Tax Rate Information</p> <p>While no exact rate was given, suppliers are reminded to exclude import taxes and VAT if exemptions are granted, but include all delivery, handling, and</p>	Closed

S/No.	Questions	Clarification Response	Status
	taxes. Could you kindly provide us with the tax rate in Djibouti.	clearance charges.	
22.	According to Section VII. Schedule of Requirements, 1. List of Goods and Delivery Schedule, Lot 2: Mass Metrology Equipment, after the Item 17 are listed another two items without the number (highlighted in yellow) which are not specified in the technical specifications for this lot. Therefore, please confirm that these are not requested and may be a typo, or please provide the detailed technical specifications. E2 mass pieces nominal value from 1g to 50g compact format 2 sets Accessories for OHAUS Adventurer, Explorer and Pioneer balances, 2 sets.	Unnumbered Items in Lot 2 Schedule  The following two items are required and not typographical: <ul style="list-style-type: none"> <li>• E2 Mass Pieces (1g to 50g, compact format, 2 sets): Class E2, with certificates.</li> <li>• Accessories for OHAUS balances (2 sets): Include compatible printers, cables, and software.</li> </ul>	Closed
23.	Please specify the requested Incoterms, 2020 or 2010.	Incoterms Clarification  Confirmed: Incoterms 2020 apply. DDP or CIP terms are preferred, with delivery to Djibouti and full responsibility for inland transport and clearance.	Closed
24.	According to Section VII. Schedule of Requirements, 1. List of Goods and Delivery Schedule: Lot 2: Mass Metrology Equipment: Item 8: please confirm that resolution of 1 gr is acceptable, Item 9: please confirm that resolution of 5 gr is acceptable, Item 10: please confirm that resolution of 20 gr is acceptable, Item 11: please confirm that resolution of 1 gr is acceptable, Item 12: please confirm that resolution of 2 gr is acceptable,	Resolution Acceptability (Lot 2 Items 8–12, 16)  The following resolutions are accepted: <ul style="list-style-type: none"> <li>• Item 8: 1 g</li> <li>• Item 9: 5 g</li> <li>• Item 10: 20 g</li> <li>• Item 11: 1 g</li> <li>• Item 12: 2 g</li> </ul>	Closed

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	Item 16: please confirm that resolution 0.1 gr is acceptable.	<ul style="list-style-type: none"> <li>Item 16: 0.1 g</li> </ul> Each instrument must have digital readout, internal/external calibration capability, and stability for laboratory use.	
25.	<p>According to Section VII. Schedule of Requirements, 1. List of Goods and Delivery Schedule:</p> <p>Lot 1: Volumetric Metrology Equipment:</p> <p>Item 32: please confirm if the requested quantities are 2 of each (2 pieces of 500 litres prover and 2 pieces of 1000 litres prover) or 1 of each (1 piece of 500 litres prover and 1 piece of 1000 litres prover).</p>	<p>Lot 1, Item 32: Prover Quantities</p> <p>Confirmed quantity is one (1) unit of each:</p> <ul style="list-style-type: none"> <li>500-liter prover</li> <li>1,000-liter prover</li> </ul> <p>These are for calibration/verification of large-volume flow meters.</p>	Closed