



BID CLARIFICATION MATRIX 3

**FOR
CONSULTANCY SERVICES FOR CONSTRUCTION SUPERVISION FOR THE UPGRADE OF THE TOGWAJAALE
BORDER CROSSING BRIDGE, BETWEEN ETHIOPIA AND SOMALILAND**

[TENDER NO: PRQ20241492]

FINANCED & PROCURED BY

TRADEMARK AFRICA

1ST JULY 2025

TENDER TITLE: CONSULTANCY SERVICES FOR CONSTRUCTION SUPERVISION FOR THE UPGRADE OF THE TOGWAJAALE BORDER CROSSING BRIDGE, BETWEEN ETHIOPIA AND SOMALILAND

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This clarification matrix forms an integral part of the tender document and therefore, *must be considered* carefully considered by service providers in preparation and submission of bids.

It is divided into two sections: -

1. Section 1 contains the clarifications to queries raised and requested through the official bidding clarification email address (that is procurement@trademarkafrica.com).
2. Section 2 contains general tips on how to prepare and submit a competitive bid.

All communications must be directed to the procuring entity, Trademark Africa through procurement@trademarkafrica.com as provided for in the tender document.

SECTION 1: QUERIES AND RESPONSES

These clarifications are for those queries sought by bidders in line with the RFP of the tender document:

S/ No	Query	Response	Status (closed/ open/ pending)
1.	Reinforcement with Design Standards: The drawings do not reference any structural design standards (e.g., AASHTO, Eurocode). Could you please clarify which codes the original designs are based on to ensure alignment with the supervision methodology?	Bidders are encouraged to carefully read the General Notes and draw notes. Various design standards have been used and referenced. Example, on General Note, Drawing No TWBC -02/08, it is stated that <i>“Reinforcing steel shall be deformed steel bars, conforming to AASHTO M31 (ASTM A615), of minimum yield strength as specified in the plan drawings”</i> On The Drawing No TWBC -05/8, it is mentioned that the manual used is Ethiopian Roads Authority (ERA) Bridge Design Manual of 2013.	Closed
2.	Responsibility for As-Built Drawings: As per the Clarification Matrix, the consultant is to “review” rather than “prepare” as-built drawings. Kindly confirm whether redrafting or updating the missing drawing components (e.g., reinforcement, wing walls) falls within our scope.	Confirmed. The contractor is responsible for production of “as built drawings” and the Consultant is required to review and approve them.	Closed
3.	Responsibility for Technical Drawing Completion: In the event key features such as drainage layout, backfilling layers, or protective works are missing in the design, will the consultant be	The Terms of Reference are very clear on the scope of services during construction phase. Under section 4.2 of the ToRs, a design review is necessary to cater for unforeseen site conditions. A continuous design review is also part of the ToRs. In addition, under reporting	Closed

	expected to validate and draft such missing components during mobilization?	requirements, section 6.2 (Technical reports), the Consultant is required to submit a design review report within 2 weeks from commencement.	
4.	Missing Structural Reinforcement Details: The Volume 4 drawing set does not include reinforcement specifications such as bar diameters, spacing, or concrete cover. Kindly confirm whether the selected consultant will be responsible for preparing these in the detailed design review phase, or if revised drawings will be issued post-award.	The structural reinforcement details are provided. Refer to Drawing No TWBC -05/8.	Closed
5.	Incomplete Elevation and Dimensioning Information: Key reference levels (e.g., top slab level, invert level, natural ground level) and culvert cross-sectional dimensions are not indicated. Please confirm if the current drawing set is considered final or subject to revision.	The drawings are provided for biddings purposes. The Terms of Reference requires the Supervision Consultant to review teh drawings and confirm their correctness before setting out. If any revision will be necessary, they will be done by the Supervision Consultant.	Closed
6.	Absence of Material Specifications on Drawings: The structural drawings do not specify material grades for concrete or reinforcement, nor protection works such as aprons, wing walls, or scour protection. We seek clarification on whether these are covered in separate technical appendices, or to be developed by the consultant.	Kindly read all drawings and general notes. Drawings No TWBC -01/8 to 08/8, particularly drawing No TWBC -05/8	Closed
7.	Lack of Flow and Hydraulic Parameters: No flow direction, discharge value (Q), or HFL is marked on the drawings. As these are crucial for supervision of hydraulic structures, please confirm if this information will be provided during contract inception.	The Flow direction is provided on the drawings. Refer to Drawing Number TWBC -03/8.	Closed

SECTION 2: TIPS ON HOW TO PREPARE AND SUBMIT A COMPETITIVE BID

1. Administrative: -

- 1.1 Correct language (with translation/s where different language is used);
- 1.2 Timelines complied with;
- 1.3 Full response to tender requirements;
- 1.4 Attachment of required documents as per the bid instructions such as:
 - 1.4.1** Registration certificate/s;
 - 1.4.2** Tax compliance/ registration;
 - 1.4.3** Professional registrations such as that for engineers, architects, environmentalists, accountants, supply chain experts, etc.;
 - 1.4.4** Power of attorney; and
 - 1.4.5** Audited accounts for the years requested.
- 1.5 Accurate sealing/ naming of bids envelopes; and
- 1.6 Timely submissions (no last-minute rush!).

2. Technical: -

- 2.1 Very good methodology:
 - 2.1.1 Good work-plan.
 - 2.1.2 Understanding of TORs.
- 2.2 Evidenced based experience;
- 2.3 Excellent proposed team of experts/ personnel;
- 2.4 Compliant structure of bid;
- 2.5 Signed CVs of proposed experts/ personnel alongside declaration by individual of her/ his CV not being used by any other firm within the same bid especially where cross-biding is barred;
- 2.6 Keen attention on high/ important technical requirements/ qualifications areas & scoring more;
- 2.7 Quality assurance of the bid;
- 2.8 Well arranged, titled and easy to read proposal;
- 2.9 Defined jargon where used;
- 2.10 Demonstrated creativity and uniqueness of the technical bid;

3. Financial: -

- 3.1 Inclusion of taxes when advised to.
- 3.2 Fair pricing.
- 3.3 Signed submission form/s.

4. Post-award: -

- 4.1 Positive due diligence.
- 4.2 Accurate bid information.
- 4.3 Good performance (quality, cost, quantity, etc.) on award of contract.

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