



BID CLARIFICATION MATRIX NO.1

THE PROPOSED CIVIL WORKS UPGRADE OF TOGWAJALE CROSS BORDER BRIDGE

[TENDER NO: PRQ20241491]

FINANCED & PROCURED BY

TRADEMARK AFRICA

2nd JULY 2025

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TENDER TITLE: THE PROPOSED CIVIL WORKS UPGRADE OF TOGWAJALE CROSS BORDER BRIDGE

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This **Bid Clarification Matrix No. 1** forms an integral part of the Tender Document and therefore, **must be considered** carefully by service providers in preparation and submission of bids.

It is divided into two sections: -

1. Section 1 contains clarifications to queries raised 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 Invitation to Tender (ITT) of the tender document:

Table 1: Queries and responses as received and responded to by the procuring entity.

Sl. No.	Our Comments / Clarifications required	Clarification	Status
1.	<p>During our detailed review, we have identified inconsistencies between Volume 1 (Invitation to Tender) and Volume 2 (Technical Specifications), particularly regarding the equipment and personnel requirements specified in each volume.</p> <p>To ensure the accuracy and compliance of our submission, we kindly request your clarification on the following:</p> <ul style="list-style-type: none">Which volume should be considered the governing document in the event of discrepancies between the equipment and personnel specifications? <p>Is there an updated or consolidated version of the technical specifications that reconciles the requirements in both volumes?</p>	<p>The inconsistencies are noted and will be corrected in Addendum 1 Volume 2 of 4 (Technical specifications). The list of equipment and personnel requirements is indicated in volume 1, qualifications criteria.</p>	Closed
2.	<p>Will payments be made in USD?</p>	<p>Yes, contracting and payment will be done in United States Dollars (USD).</p>	Closed
3.	<p>Bid Security – Eligible Banks</p> <p>Please confirm whether commercial banks operating in Somaliland and Ethiopia are acceptable for issuing the USD 10,000 bid security as required under Section I – <i>Instructions to Tenderers</i>, Clause 17.1 of the tender.</p>	<p>The Bid Security from Tier 1 Commercial Banks in Somaliland and Ethiopia is acceptable.</p>	Closed

4.	We will need any prior reports that is the Technical Report to help us best apply.	Not Applicable	Open
5.	Two-Envelope Submission – Placement of Bid Security The tender specifies a two-envelope system but does not explicitly state in which envelope (Technical or Financial) the bid security should be included. Kindly confirm whether the bid security should be submitted in the Technical Proposal Envelope , as per standard practice under <i>Section I – Instructions to Tenderers</i> , Clause 11	Please have the bid security on the 1st page of the Technical Proposal.	Closed
6.	The shared drawings do not have dimensions, please share the drawings with the dimensions	Kindly check the drawings we shared. They have dimensions/ Refer to TWBC -01/8 to TBWC -08/8, dated May 2024.	Closed
7.	Method Statement Scope – Road vs. Bridge Works In <i>Volume 2 – Technical Specifications</i> , the scope and method statement sections appear to emphasize road construction rather than bridge works , which is the stated objective of the tender. May we proceed with the method statement based on the documents provided, or will you issue further clarification specific to the bridge component ?	Under the Technical Specifications, the Bridge was designed as part of the Road constructions. Bridge is a just a road drainage structure. The bidders are required to refer to the General note on the provided drawings and particular section of specifications in the General specifications.	Closed
8.	In Volume -3 of Unpriced BOQ, the backfilling Quantity is indicated nil, while in Volume-2: the Specification and other documents, the scope of the work is included which seems clashes with each other. Hence, we appreciate if the Employer to confirm this activity shall not be done and no price is required to offer in the BOQ	The general specifications deals will the item of backfilling in general. However, the specific Bills of Quantities for the Bridge has no backfilling quantities, unless unsuitable materials will be found below the foundation level and the same will be dealt with as per the contract provisions.	Closed
9.	The Detailed Drawings for parapet concret railing over the bridge is not included in Section IV Drawings of the bid document and its unit of measurement stated in unpriced BOQ is in linear meter (lm) which will be difficult to offer the rate in linear meter without having the detailed drawings and scope of the work. We honestly recommend the Employer to provide the	Refer to the structural drawing TWBC-06/8. The detailed dimensions are provided. For pricing, kindly follow the Bills of Quantities provided. The Concrete unit of measurement is cubic meter (m ³) and that of steel is in Tones (ton)	Closed

	detailed drawing. Alternately, the unit of measurement in unpriced BOQ has to be in cubic meter (m3) for concrete and in kilogram (kg) for rebar rate		
10.	The scope of Wadi River cleaning work of debris and used plastic bottles is not stated in detail and it will not be realistic to offer the rate on a lump sum unit basis. We kindly recommend this item of work to be executed in unit square meter (m2) instead of lump sum	The unit of measurements is a lump sum. Bidders are required to get their own detailed information to adequately provide a reasonable cost of the item.	Closed
11.	Furthermore, Wadi River training and flood protection wall works does not include the detail scope and no drawing is provided in the bid document. The unit of measurement in unpriced BOQ is given only on lump sum basis. As Experienced Contractor, We believe that this river protection work is a major part of the bridge work and detailed design and drawing are required for construction for safety reasons and good serviceability for the end users. Accordingly, we would like to recommend the Employer to amend the scope of the work in the bid and the unit of measurement in the BOQ to be in cubic meter (m3) of gabion protection wall instead of lump sum unit	The Bills of Quantities remains unchanged and is a lump sum cost. Bidders are required to get their own detailed information to adequately provide a reasonable cost of the item.	Closed
12.	Consider extending the submission timeline to allow for ample time to adjust bid submissions in response to the clarifications provided.	Time extension has been granted. For details on the new submission deadline, kindly download Bid Extension Notice from the website.	Closed

SECTION 2: TIPS ON SUBMITTING A WINNING BID

Administrative

- Correct language (with translation/s where different language is used);
- Timelines complied with.
- Full response to tender requirements.
- Attachment of required documents as per the bid instructions such as:
 - o Registration certificate/s;
 - o Tax compliance/ registration.
 - o Professional registrations such as that for engineers, architects, environmentalists, accountants, supply chain experts, etc.,
 - o Power of attorney; and
 - o Audited accounts for the years requested.
- Accurate sealing/ naming of bids envelopes; and
- Timely submissions (no last-minute rush!).
- Separate Technical and Financial proposal.
- Bid security to be in technical proposal.

Technical

- Availability of equipment and personnel
- Very good methodology.
 - o Good work-plan.
 - o Understanding of TORs
- Evidence based experience.
- Proposed excellent team of experts/ personnel.
- Compliant structure of bid.
- 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-bidding is barred.
- Keen attention on high/ important technical requirements/ qualifications areas & scoring more.
- Quality assurance of the bid.
- Well arranged, titled and easy to read proposal.
- Defined jargon where used.
- Demonstrated creativity and uniqueness of the technical bid/.

Financial:

- inclusion of taxes when advised to.
- fair pricing.
- signed submission form/s.

Post-award:

- positive due diligence.
- accurate bid information.
- good performance (quality, cost, quantity, etc.) on award of contract.