

13 March 2025

**Q&A ITB-Iplus/GDF-MED/2025/1**

Q1: Page 5, As per clause 1.4: Cut-off date for any data change in CDP is 14 March 2025, 17h00 IST.

Can we get extension to make changes in CDP till Monday i.e. 17<sup>th</sup> March 2025 as we have holiday on 14<sup>th</sup> and 15<sup>th</sup> on the occasion of Holi. 16<sup>th</sup> is a weekly off.

**A1: The deadline is extended to 17 March 2025, 19h00 IST (India Standard Time) or 14h30 CET (Central European Time).**

Q2: Page 5, As per clause 1.4: Electronic submission of Technical and Financial Bids, in separate emails is 18 March 2025, 17h00 IST.

Can we get extension to submit our bid till Thursday or Friday i.e. 20<sup>th</sup> or 21<sup>st</sup> March 2025 as we have holiday on 14<sup>th</sup> and 15<sup>th</sup> on the occasion of Holi, and weekly off on 16<sup>th</sup> March.

**A2: Please refer to the clause 1.4: Deadline: 18 March 2025, 17h00 IST (India Standard Time) or 12h30 CET (Central European Time). Bids received after the stipulated date and time will be rejected.**

Q3. Page 13, As per clause 3.2.5.1: DAP (Delivered at Place) MEG warehouse, Netherlands is required for all the tendered products.

Please confirm **the quantity** for which the DAP price is required.

**A3: Please refer to Annex H. Indicative non-binding estimated quantities.**

Q4. Page 13, As per clause 3.2.5.1: DAP (Delivered at Place) MEG warehouse, Netherlands is required for all the tendered products.

Please confirm if **DAP Air price is required or DAP Sea price** as if we quote DAP Sea the price will be considering the quantity of full container.

**A4: Please quote DAP Sea at MEG warehouse Netherlands.**

Q5. Page 12: Clause 3.2.1.2 For the Financial Bid:

a) *Annex A. Financial Bid Response Form* (Excel file)

Request you to allow us submitting signed/stamped PDF file as well.

**A5: Please submit both the signed/stamped PDF file and the Excel file as part of the Financial Bid submission.**

Q6. Page 18, As per clause 3.9.5: In order to improve supply security and/or encourage new qualified supplier entry into the market, GDF/ i+solutions reserves the right to allocate 20% of the total market share of the anticipated total quantity of the product to be purchased over the contract period to a “new” supplier.

Why 20% Market share allocation will be given to new supplier, as it has always been 10% in the past tenders. Please clarify. It is not justified to allocate such larger share with new supplier who doesn't even have supply history of this product.

**A6: The clause 3.9.5 of the ITB document is updated to allocate 10% to the “new” supplier. Please refer to revised ITB document on GDF and i+solutions websites.**

Q7. Page 13, As per clause 3.2.6.1. – Products whose registration is confirmed by supporting documents in the CDP Portal FPP registration.

As this is new product we request you to consider Under Registration products as well for evaluation.

**A7: Only the product which is duly registered as per clause 3.2.6. will be accepted for evaluation.**

Q8. Page 16, Evaluation weightage of Technical and Financial Bids.

Technical bid: 20 points

Financial Bid: 80 points

In past few tenders we have observed iplus/GDF is changing rules to suit every product. Such customized tendering process doesn't suit public procurement bodies. Request you to keep more relevant and harmonised evaluation criteria.

**A8: Please refer to clause 3.8.2. Evaluation will be conducted based on the cumulative analysis of the Technical and Financial Bids, with a weighting of 20% for the Technical Bid and 80 % for the Financial Bid for this ITB.**

Q9. Clause 3.9.5 states that newly qualified suppliers will be allocated 20% of the total market share. This differs from previous tenders—such as the 2022 Multiple TB Product tender (that included Pretomanid) and the 2024 tenders for Multiple TB Product (October 2024) and Delamanid (July 2024)—where new suppliers were allocated 10%. We would appreciate your clarification on the rationale behind this change and respectfully request maintaining the earlier 10%, as it has been a longstanding standard clause in GDF ITBs

**A9: Please refer the response given in the A6.**

Q10. The tender validity period is only six months (April 1, 2025 – September 30, 2025) instead of the usual one year. In contrast, previous tenders were valid until December 31, 2025, for all products (October 2024) and DLM (July 2024). We would like to understand the rationale for same.

**A10: Please refer to clause 2.1.3. The duration aims to support the best interests of people affected by TB, given the changing TB funding landscape.**

Q11. Based on historical procurement trends, the forecasted volume (3,000,000 tabs eq to 115k packs of 26s and 30k packs of 10x10s) appears lower than the last year estimates. As per Clause 2.9.2, a new ITB be issued if the final contracted (FC) quantity exceeds 30% of the initial forecast. Can this % be increased to accommodate the demand variation we have observed for Pretomanid in the past?

**A11: The forecast in Annex H. Indicative non-binding estimated quantities for the period from 1st April 2025 until 30th September 2025 is provided as per most recent demand update from the countries for the ITB validity period.**

Q12. Clause 3.2.6.3: Changes in the CDP FPP Registration Module are allowed only one week before the deadline. However, since the tender closes in just three working days (14th March being Public Holiday in India) , we request an extension for CDP modification until March 18, 2024 last day of quotation.

**A12: Please refer the response given in the A1**

Q13. Could you please confirm the DAP MEG WH delivery address

**A13: The Medical Export Group B.V. Hooglandseweg 6, 4214 KG Vuren, Netherlands**