MINUTES OF THE PRE-BID CONFERENCE

on the technical and procedural issues of preparation and submission of bids under ITB No.BLR/777/2019

<u>BIDS</u>: Invitation to Bid ITB No.BLR/777/2019 "Supply and Delivery of Two (2) Telescopic Handlers".

DATE: 16 January, 2019 (11.00-13.00 hours Minsk time).

PLACE: UNDP Office in Belarus, 6th floor, 17, Kirova str., Minsk, Republic of Belarus.

SUBJECT: Provision of explanations to the representatives of prospective Bidders on the procedural issues of preparation and submission of bids and clarifications of the ITB document. The representatives of the prospective Bidders who attended the Pre-bid Conference were familiarized with the contents, requirements, terms and conditions of the ITB document as well as the bidding procedures. In the course of the Pre-bid Conference the following enquiries were made by the representatives of the prospective Bidders and the corresponding clarifications provided:

INVITATION TO BID No.BLR/777/2019:

SECTION 4 "EVALUATION CRITERIA", QUALIFICATION:

1. Question: Minimum 5 years of relevant experience in supply and servicing of loaders (handlers) is required under Subsection "Previous experience". Does it mean that minimum 5 years of relevant experience in supply and servicing of only telescopic handlers is required or relevant experience in supply and servicing of other types of loaders will be considered as well? Is it allowed to indicate relevant experience in supply and servicing of servicing of loaders procured, for example, for the purpose of leasing?

<u>Answer:</u> The relevant experience in supply and servicing of not only telescopic handlers but also of other types of loaders will be considered as well as the relevant experience in supply and servicing of loaders procured for the purpose of leasing.

<u>SECTION 5A "SCHEDULE OF REQUIREMENTS AND TECHNICAL SPECIFICATIONS", FORM E,</u> <u>SECTION 2, "TECHNICAL SPECIFICATIONS":</u>

<u>2. Question</u>: Item 2.2. "Maximum lift height, m: Not less than 7.0". Some models of telescopic handlers have lift height which is a bit less than 7.0m. Is some widening of range of maximum lift height / maximum reach (for instance +/- 0.5m of the requirement) is allowed?

<u>Answer</u>: The permissible lift height range is partially changed; maximum lift height shall be not less than 6.8m (i.e. the minimum lift height shall be 6.8m, maximum allowable height is not limited). Item 2.2. is amended to read as follows: **"Maximum lift height, m: Not less than 6.8"**.

<u>3. Question</u>: Item 4.2. "Nominal engine power, kW: Not less than 90". Is it allowed to propose the handler with engine of lesser nominal power which ensures performance of the required handler's functions?

<u>Answer:</u> Item 4.2. is amended to read as follows: "Nominal engine power, kW: Not less than 70".

<u>4. Question</u>: Item 4.4. "Emission standard: Not less than Stage IIIA/Tier 3 or equivalent standard". Is it allowed to offer a handler with engine complying with Stage II/Tier 2 emission standard as

operating costs of the handler with engine complying with Stage IIIA/Tier 3 emission standard are higher?

Answer: Telescopic handlers procured in the framework of the ecological project must correspond to the high ecological standards as indicated under item 4.4. (not less than Stage IIIA/Tier 3 or equivalent standard); wording of item 4.4. "Emission standard: Not less than Stage IIIA/Tier 3 or equivalent standard" remains unchanged.

5. Question: Item 5.1. "Transmission type: Hydrostatic with electronic regulation". Two types of transmission are presently in common use for telescopic handlers: hydromechanical and hydrostatic. Is it allowed to propose other types of transmission, for example, hydromechanical, or is it possible to delete the entire item?

Answer: Considering that the handler is to perform handling and storing operations, the hydrostatic transmission is preferable owing to smooth and even run and possibility to change speed of the handler without altering engine speed; wording of item 5.1. "Transmission type: Hydrostatic with electronic regulation" remains unchanged.

6. Question: Item 7.2. "Load capacity, kg: Not less than 4000". Usually the load capacity of the rear hitch of a handler is lower, for example 2000 - 3000 kg, while for the load capacity specified in item 7.2 a heavier-duty handler is needed. Is it possible to change the load capacity requirement?

<u>Answer:</u> Item 7.2 "Load capacity, kg: Not less than 4000" is <u>cancelled and deleted</u> from Subsection 7.

7. Question: Item 8.3. "Shaft power, h.p.: Not less than 100". Is it possible to lower this value, so that it corresponds to the engine power?

<u>Answer:</u> Item 8.3. "Shaft power, h.p.: Not less than 100" is <u>cancelled and deleted</u> from Subsection 8.

8. Question: In item 8.3 shaft power is specified as not less than 100 h.p.; with that, you request a telescopic handler with engine power not less than 90 kW, which is equivalent to 122.4 h.p. Thus, the mere 22.4 h.p. is left for the travel of the telescopic handler itself, which is very little to allow the handler's movement with a considerably loaded attachment and deep in the ground. A telescopic handler is not a tractor, it is used for such works as lifting, transportation, loading and unloading. Should the supplied telescopic handlers conform to your technical specifications, the performance of the telescopic handler with PTO will not meet the set mulching requirements. Three-point hitch/linkage is used in tractors (Subsection 7), while in telescopic handlers a tow hitch/coupling device is used, which ensures a considerable tractive force. These features for telehandlers were designed for small farms but have not come into common use. They are mostly used with lightweight attachments/implements (mower, tedder rake), which do not require high power input. The mulcher will not be able to function properly, as it is intended for heavier machines and tractors. In view of the above, please, amend Section 5a: Subsection 7 of the List of Requirements and Technical Specifications to read as follows: "Swivel coupling device (including a rear attachment device)", and delete Subsection 8.

<u>Answer:</u> Items 7.1. "Type of hitch: Three-point hitch" and 7.2. "Load capacity, kg: Not less than 4000" are cancelled and deleted from Subsection 7; wording of item 7.3. "Tow hitch: Available" remains unchanged.

Subsection 8 (items 8.1. "Size: 1³/₈" (6)", 8.2. "Speed of rotation, rpm: 540/1000", 8.3. "Shaft

power, h.p.: Not less than 100") is cancelled and deleted from Section 5a and Technical Specifications of Section 2, Form E.

<u>9. Question</u>: What is the purpose of the rear hitch and PTO? Is it possible to remove items 7.1 and 7.2 and Subsection 8 completely (as only few manufacturers of telehandlers offer this feature)?

<u>Answer:</u> Items 7.1. "Type of hitch: Three-point hitch" and 7.2. "Load capacity, kg: Not less than 4000" are cancelled and deleted from Subsection 7; wording of item 7.3. "Tow hitch: Available" remains unchanged.

Subsection 8 (items 8.1. "Size: $1^{3}/_{8}$ " (6)", 8.2. "Speed of rotation, rpm: 540/1000", 8.3. "Shaft power, h.p.: Not less than 100") is cancelled and deleted from Section 5a and Technical Specifications of Section 2, Form E.

10. Question: Item 9.2.2. "Windows protection: Minimum - protection of front window". Does it mean windscreen?

Answer: Yes, it means windscreen.

<u>11. Question</u>: Item 9.8. "Operator seat: Adjustable seat and armrests, seat belt; pneumatic suspension". Is it possible to offer a hydraulic shock absorber to protect the operator from vibration instead of the pneumatic suspension?

<u>Answer:</u> Yes, various systems for protection from vibration may be offered. Item 9.8 is amended to read as follows: "Operator seat: Adjustable seat and armrests, seat belt; a system for shock absorption and protection from vibration".

12. Question: Item 10.1. "Boom shock absorbing suspension: Installed". Is shock absorbing suspension required, as it is as a rule an optional feature?

<u>Answer:</u> Yes, shock absorbing suspension is required considering the conditions in which the handler is to operate; wording of item 10.1. "Boom shock absorbing suspension: Installed" remains unchanged.

<u>13. Question</u>: Item 11.1. "Pump capacity, I/min: Not less than 150". Currently agricultural telescopic handlers feature hydraulic pumps of various design with capacity from 110 I/min and over (125-145 I/min on average), while telehandlers used in construction (cheaper ones) have hydraulic pump capacity of 85-110 I/min. Therefore, it will be fair to amend this item to decrease the required pumping capacity but it should be not less than 110 I/min (upper limit for the handlers used in construction).

<u>Answer:</u> The telescopic handler is procured mainly for agricultural operations. To ensure the effective performance of the telescopic handler the pumping capacity must be at least 145 l/min. Item 11.1. is amended to read as follows: "Pump capacity, l/min: Not less than 145".

14. Question: For the required type of the telehandler, the usual pumping capacity is 100-120 l/min, while the minimum capacity of 150 l/min limits the options for the handler models that could be offered. Will the telehandlers with 100-120 l/min pumping capacity be considered? **Answer:** To ensure the effective performance of the telescopic handler the pumping capacity must be at least 145 l/min. Item 11.1. is amended to read as follows: **"Pump capacity, l/min: Not less than 145".**

15. Question: Item 11.4. "Additional hydraulic pump for faster boom speed: Available". Is it possible to delete this item, as many world's manufacturers install only one high-performance pump, which is sufficient to ensure the hydraulic system speed?

Answer: Item 11.4. "Additional hydraulic pump for faster boom speed: Available" is <u>cancelled</u> and <u>deleted</u> from Subsection 11.

Boom speed parameters (lifting/lowering and extension/retraction) with one pump and boom speed parameters with additional hydraulic pump are to be specified under item 2.3. of Section 2, Form E.

16. Question: Item 12.3. "Loading fork to handle bales of compressed biomass, pc. 1", sub-item 12.3.1. "Type: Three-tined, floating, continuously retaining load in horizontal position to prevent falling". Will a two-tined (pallet) fork be considered? In a three-tined fork, must the tines be positioned horizontally in a row or one tine above two tines?

<u>Answer:</u> Pallet two-tined fork is not required. In a three-tined fork the tines may be positioned in any way; wording of sub-item 12.3.1. "Type: Three-tined, floating, continuously retaining load in horizontal position to prevent falling" remains unchanged.

<u>17. Question</u>: Subsection 15. "Spare parts supplied with telescopic handler", item 15.1. "Filters for hydraulic system, pcs.: 6". The number / contents of the package of filters depend on the hours in service and periodic maintenance; different models of telescopic handlers and different manufacturers have different (from 250 to 2000 hours of service) replacement intervals for hydraulic liquids and filters. Could this item be deleted from the Technical Specifications?

<u>Answer:</u> Item 15.1 is amended to read as follows: "A complete set of hydraulic filters for onetime replacement, sets: 1" (Price Schedule of Form F "Price Schedule" shall be amended correspondingly in item 5, under column "Description / Specifications of Goods": "A complete set of hydraulic system filters for one-time replacement (as per the Technical Specifications of Form E, i.15.1); under column "Quantity, units": 1 set").

<u>18. Question</u>: The following systems are often installed on telescopic handlers as optional features:

- An automated reversing fan system operating in manual and automatic mode; this system safely cleans the radiator and does not allow engine overheating;

- A cyclone separator for preliminary air purification.

Should these systems be included in the Specifications and the Price Schedule?

<u>Answer:</u> If an automated reversing fan system operating in manual and automatic mode and a cyclone separator for preliminary air purification are offered as optional features, these must not be included in the Technical Specifications of Section 5a and Form E, as well as Form F "Price Schedule". These options may be included in Section 3 of Form E.

SECTION 5B OTHER RELATED REQUIREMENTS, FORM E, SECTION 2, RELATED SERVICES AND REQUIREMENTS:

<u>19. Question</u>: Warranty servicing is included in the handlers' price. How will after-sales periodic maintenance / servicing of the handlers be provided?

<u>Answer</u>: The Subsection on technical support and service requirements stipulates that the Contractor / authorized local representative of the Contractor shall provide after-sales servicing of the Goods for a minimum period of 5 years from the date of Goods acceptance by UNDP (under a separate service agreement to be signed by the Contractor and the End-user of the Goods,

except for a first periodic maintenance). According to the provisions of the subsection, the first periodic maintenance is included in the sum total of the Bidder's Price Schedule, while separate contracts are to be signed with the End-users of the telescopic handlers for further periodic maintenance.

<u>20. Question</u>: The sections' requirements provide for 100% payment within 30 calendar days upon UNDP's acceptance of the Goods delivered and training conducted as specified and receipt of invoice. What is the time frame for the acceptance of the Goods after delivery?

Answer: According to the payment terms of Section 5b (p. 29 of the ITB document) the payment is effected upon a successful inspection and testing of the Goods, training of End-users personnel and acceptance of the Goods by UNDP. Goods inspection and personnel training must be conducted within five calendar days following the delivery of the Goods, as specified under item 2.1., Section 2 of Form E (p. 37 of the ITB document), and acceptance is the result of the successful completion of the above mentioned stages. However, should the Goods not be accepted by UNDP in accordance with the provisions of Subsection "Inspection upon delivery, testing and acceptance", then the acceptance of the Goods (and respectively payment for the Goods) will be arranged at a later date as agreed by the parties.

FORM B: BIDDER INFORMATION FORM:

<u>21. Question</u>: Is it possible to submit a valid ISO 9001 certificate or equivalent for the manufacturer confirming implementation of certified quality management system of development or / and manufacture and applying to manufacture of the offered goods (if available), or / and other documented evidence (including certificates and declarations) confirming quality of the offered goods in the language it was originally issued?

Answer: A valid ISO 9001 certificate or equivalent for the manufacturer confirming implementation of certified quality management system of development or / and manufacture and applying to manufacture of the offered goods (if available), or / and other documented evidence (including certificates and declarations) confirming quality of the offered goods shall be submitted in the Russian, Belarusian or English languages. If the said documents were drawn up in any other language, they must be submitted along with a translation into Russian or English (the translation does not need to be certified by a notary).

22. Question: Will a Certificate of Conformity with the Technical Regulations of Eurasian Economic Union (Customs Union) issued in the name of the manufacturer of the handler we offer but not for our company be considered?

<u>Answer</u>: As regards certification requirements, a Certificate of Conformity with the Technical Regulations of Eurasian Economic Union (Customs Union), certifying conformance of the handler offered by the Bidder to the Technical Regulations of Eurasian Economic Union (Customs Union) will be considered, regardless of the Applicant.

January 25, 2019