

Date: 07 August 2019

Clarification Note No. 2 to ITB No. SEC/14/2019 for the Provision of Cisco Products & Related Services

The Organization for Security and Co-operation in Europe has received request for clarifications from potential bidders. In accordance with Article 19 of the ITB Document, the OSCE would like to provide the following clarification:

Question 1:

What is the billing address? Only Vienna or all OSCE locations?

Answer 1:

The billing address will be any of the OSCE locations as the purchase orders will be raised by the different locations. However, a different arrangement can be agreed with the vendor at the contract negotiation stage.

Question 2:

What is the shipping address? Only Vienna or all OSCE locations?

Answer 2:

The shipping address will be any of the OSCE locations as the purchase orders will be raised by the different OSCE locations.

Question 3: About the shipping: As FCA is stated. So – we don't have to take care about customs regulations or import specifications or all this stuff, right?

Answer 3: As mentioned in the tender documents:

FCA: The seller hands over the goods, **cleared for export**, into the means of transport of the first carrier (named by the buyer) at the named place (or supplier's premises).

Question 4: Does the contracting authority agree that the supply of equipment covered by the agreement, which is to be delivered to branches outside the European Union, should be delivered to branches in the nearest EU locations or branches in Warsaw or Vienna so that the contracting authority, by means of transfers between branches, should deliver it to the indicated place?

Answer 4:

The tender document states the following:

"The Contractor shall supply and deliver to any entity of the OSCE Cisco Hardware, Software and Licenses from the Cisco Global Price List (GPL). Orders can be placed from and might be required to be delivered to the OSCE Secretariat in Vienna or any other OSCE location."

Question 5:

Many questions were received relating to **Table 2 - Price Schedule**.

Answer 5:

Please note the following:

- The list of items under TABLE 2 – PRICE SCHEDULE are stated for financial evaluation purposes only
- These are meant to be used internally by the OSCE for price comparison among the bidders
- These items are NOT actual requirements of the OSCE at this stage

- What is needed from your side is to complete TABLE 1 - CISCO PRODUCT CATEGORIES & DISCOUNT RATES and TABLE 2 – PRICE SCHEDULE.
- Once a contract is signed with a winning company, orders will be placed for any Cisco product available on the Cisco Global Price List by applying the discount offered by the company under Table 1.
- The discount offered shall be fixed for the entire contract period of 5 years