

## Questions and Answers - 1

No	Question	Clarification
1	We do not have 0.5l glass bottles. Can we bid for plastic bottle positions only, i.e. for 2 items out of 3 in one lot?	<p>The 0.5L and 1.5L bottled water, both in plastic and glass, must be of the same brand.</p> <p>The 18.9L bottles may be of different brand.</p> <p>Generally, no more than two different brands may be offered.</p>
2	Should annual turnover and working capital (Annex C) be provided with or without VAT?	<p>Without VAT.</p> <p>Без НДС.</p>
3	Three (3) letters with names and contact details – in what format should the reference letters be submitted?	There is no prescribed format. An official letter from the referenced organization will suffice.
4	The bidding documents state that documents are to be prepared in English or English/Ukrainian. Is my understanding correct that it is necessary to prepare the bid in two languages.	No, it is sufficient to prepare and submit your bid in one of the mentioned languages.
5	Annex C, section 4: Technical capacities and goods/services offered – does this refer to subject of the ITB (bottled water) or all goods generally offered by the bidder?	This refers to bottled water and related services.
6	What is the approximate quantity required for Lviv?	<p>There is no planned quantity. According to the pre-pandemic period statistics, average consumption in Lviv varied in the following ranges:</p> <p>18.9L bottles: ca. 4-7 units /month.</p> <p>0.5L bottles: ca. 120-300 units sparkling and still water each/month.</p> <p>The Bidders are reminded that there will be no guaranteed minimum purchase amount. The orders will be placed on as-needed basis.</p>
7	Is it possible to participate for delivery in Lviv only?	Yes, it is possible to bid for one or more lots.
8	On average, how many deliveries per month do you plan to order? What is the average number of bottles in one order? Do you need any equipment for rent or purchase and if so, what kind? How much equipment do you need?	There is no guaranteed purchase quantity. With regard to average consumption, consumption volumes for period April 2019 to March 2020 are provided in ITB, Annex F Price Schedule (page 1).

9	Do I have to register also as an OSCE vendor or is it enough to be a UGNM vendor?	No such registration is required at this stage. Bidders are required to complete the vendor registration form as per Annex C to the ITB and submit it as part of the offer.
10	As we work with an associate for the water supply, can I state the amount of water sold by them? As we have a contract with them and are in the F&B business we would make a bid with association with them. Do they also have to be registered as a vendor or just our company? Our company would be the contractor?	<p>For purpose of establishing the responsiveness of bids to qualification and/or eligibility criteria, a subcontractor's track record shall not be accepted and counted towards Bidder's cumulative experience.</p> <p>In case of consortium, cumulative experience will be accepted provided that all consortium members have applicable experience. In case of a consortium, bidders are required to provide sufficient evidence of prior experience in the area of supply of bottled water and a signed Consortium Agreement specifying the Lead Member of the consortium and roles and responsibilities of each member of the Consortium.</p>
11	We would like to bid for the LOT1. The Deliverables from this LOT are delivered to one destination or to the destinations as mentioned in LOT 2 - 12?	The Lot 1 covers all locations mentioned in the lots 2-12.
12	The delivery costs are excluded to this bid, and are they issued upon every order? Or how to make a delivery cost offer if there is no minimal order quantity and also the destinations are different?	The prices proposed for this ITB must be inclusive of delivery costs.