

**Responses to the requests for clarifications received from the potential Bidders under IFB No. :  
BY10-2015-49-1\2: supply and delivery of patrol boats and motorboats for the benefit of  
the State Border Committee of the Republic of Belarus**

| <b>Question</b>  | <b>Answer</b>  |
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| <p>Would you accept the Certificate of conformity of the Customs Union for the radio and navigational equipment supplied on board?</p> <p>What documents should be supplied together with the boat?</p>    | <p>The Certificate of conformity of the Customs Union will be accepted for the equipment supplied and assembled on board.</p> <p>The following technical documentation shall be supplied together with the boat: user manual, available technical description of the components and assemblies, including for the onboard equipment, product passport.</p> |
| <p>The Delivery Schedule mentions the staff training as one of the related services required (4 persons, Loyev). Could you please specify if you mean an introductory briefing on the use of the boat?</p> | <p>The staff training should include instructing on the use of onboard equipment, safety regulations and specifics.</p>  |
| <p>The time of production of large boats (8-10 meters) exceeds the expected delivery time. Would it be possible to increase delivery time for two large boats up to 5 months?</p>                          | <p>Delivery time for the boats can be increased up to 5 months. The boats shall be delivered before navigation starts, which is usually mid-April.</p>   |
| <p>Which color should be flashlights on the boats?</p>   | <p>Blue</p>  |
| <p>Should the boat be made of aluminium or glassfibre?</p>   | <p>The boats can be made both of aluminium or glassfiber.</p>  |
| <p>Can some of these boats be supplied in used condition?</p>  | <p>Used (second-hand) boats are not accepted.</p>  |
| <p><b>Lot 1: Patrol Boat</b><br/>Is the maximum speed specified at full load displacement or partial load?</p>   | <p>At full load.</p>   |
| <p>Can a diesel generating set providing electric supply to users on board be driven by the main engine or must be installed separately?</p>   | <p>It must be installed separately (additionally).</p>   |
| <p>Should the sentinel (emergency) engine be mounted on the boat or supplied separately? Should it have remote control?</p>  | <p>It can be supplied separately with remote control mechanisms as a set (throttle cables, reverses, etc.).</p>  |
| <p>What is the working frequency required for VHF radio?</p>   | <p>140 – 160 MHz</p>   |
| <p>Would it be possible to supply mooring ropes of 10-12 mm diameter provided that their strength corresponds to the size of the boat, in order to reduce its weight and to</p>                            | <p>Yes, it is possible.</p>  |

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| improve usability?   |   |
| Would It be possible to supply an anchor rope of 10-15 mm diameter provided that its strength corresponds to the size of the boat, in order to reduce its weight and to improve usability?                                     | Yes, it is possible.  |
| Should the rudder house be heated?   | Yes, it must be heated.   |
| Could you please specify which financial reports are to be submitted?<br><br>Would you accept a tax inspection's report?   | Financial reports should include the company's balance sheet and the company's loss and profit report.<br><br>A tax inspection's report can be provided instead of an audit report.   |
| Could you please clarify the issue concerning a bid security or the Bid Security Declaration? If provision of the Bid-Securing Declaration could be considered sufficient to protect IOM against the risk of Bidder's conduct? | Provision of the Bid- Securing Declaration is sufficient for the IOM and is on equal terms with a bid security (bank guarantee). This condition, like any other, is the same for all bidders.   |
| In case we win the bid and conclude a contract, would you be able to make an advance payment for the supplied goods and in what amount (percentage of the contract)?   | IOM standard contract for goods supply does not provide for advance payments. In cases when an advance payment cannot be avoided and exceeds USD 5,000, the advance payment shall be accompanied by a corresponding bank guarantee. The possibility of an advance payment and its amount is to be agreed with the financial and the legal services of the IOM Headquarters. |
| In case the equipment specifications offered by a bidder exceed the requirements specified by IOM in the tender documents, would such a bid receive any advantages in evaluation process?                                      | A bid with higher specifications will have an advantage only when evaluated against a bid with equal specifications. All the bids will be evaluated only with regard to their compliance with the required specifications. Additional information/characteristics will not be taken into account at this stage.   |
| Does a bidder have a right to propose his own terms and conditions on which he could offer a discount?   | Terms and conditions of the tender document envisage only one financial proposal, with or without a discount. Alternative offers with different conditions are not envisaged.   |

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| <p>Is it possible to supply the equipment in parts and to receive payment within 30 days for each consignment?</p>   | <p>IOM Standard Supply Contract does not provide for a phased delivery and payment. But this condition can be considered, if necessary, and discussed with the winner of the tender individually. Supplementing the standard contract form with these changes and their approval can be done only in coordination with the legal and the financial services of the IOM Headquarters.</p>   |
| <p>We would like to ask you to inform us about IOM indirect tax exemption on the purchase of goods in the Republic of Belarus? Could you please confirm that in the course of the contract execution IOM will perform its duties related to presenting to the supplier of a statement confirming payment of indirect taxes in the Republic of Belarus in a proper form certified by tax authorities.</p> | <p>According to subparagraph 1.35 of paragraph 1 of Article 94 of the Tax Code of the Republic of Belarus, IOM Office in the Republic of Belarus is exempt from value added tax (VAT) on goods (works, services) for official activities of offices and bodies of international organizations and intergovernmental institutions. The tax exemption on goods (works, services) turnover is carried out by VAT amount reimbursement. In response to your request we confirm hereby that in the course of the contract execution IOM will perform its duties related to presenting to the supplier of a statement in a proper form confirming VAT payment or VAT exemption certified by tax authorities upon consultation with the tax authorities of the Republic of Belarus.</p> <p>The corresponding conditions will be specified in the contract for the goods supply.</p> |