

KENYA MEDICAL SUPPLIES AUTHORITY

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All Correspondence should be addressed to Chief Executive Officer

When replying please quote our ref:

Ref: KEMSA/GF-PROC/17 (086)

Date: 29th May, 2017

CLARIFICATION 2

Attn.: All Prospective Bidders,

RE: TENDER NO. GF ATM TB NFM-17/18-OIT-001- SUPPLY & DELIVERY OF NUTRITIONAL SUPPLEMENTS

In accordance with ITT Clause 11.1 (Clarification of Tender Documents) of the Open International Tender (OIT) issued under the above reference, we hereby respond to questions raised by a prospective bidder as follows:

Question 1.

We seek clarifications regarding,

1. Item Number 1 (Fortified blended food)

Refer to page 56_ The title states that it should be a package of 6 x 2kgs packs which means a bag/carton should contain 6 small bags weighing 2kgs each making the total weight of one pack 12kgs....

Refer to page 70 annexe 8.2 i.e. primary package and labeling requirements_ The primary package is a sachet of 200gms; 185mm length by 150mm width

Refer to page 70 annexe 8.3_ the LDPE bag should contain a minimum of 15 sachets of 200gms each i.e. 15 sachets multiply by 200gms which makes it 3000gms (3kgs) for LPDE yet in page 1 it is stated that a pack should weigh 2kgs and a package should be 12kgs.

* Clarify the above in regards to primary and secondary packaging. Should it be packed in 2kgs LDPE bags as primary packaging or in sachets?

Response:

The primary package should be a packet of 2kgs and the secondary package should be a pack of 6 x 2kgs.

Question 2.

2. Item Number 2 (Ready to use Therapeutic Food)

Refer to page 73. The title states that a carton should contain 150 sachets of 92gms which makes it 13,800gms (13.8kgs) in weight per carton

Now refer to page 85 annexe 7.3_ The secondary package for RUTF is a transparent low density polyethylene (LDPE) pouch. The pouch contains 7 sachets of 92 grams.

Our calculation shows that if a pouch weighs a minimum of 644gms and a carton should weigh as per the title on page 73 should be 92gms multiply by 150 = 13800gms (13.8kgs) which means we shall have 21.43 pouches_ the total number of pouches should be a whole number

And since we are not working on a half a sachet or quarter of a pouch we round off to the nearest number i.e. 21. 21 pouches multiply by 7 sachets (for each pouch) = 147 sachets

* In your most recent response regarding packaging you said the primary packaging of the product is a sachet of 92gms. The secondary pack should have 150 sachets of 92gms in a carton.

Question - Does this mean the sachets won't be packed in pouches?

Kindly clarify on the correct primary and secondary packaging of the Ready to use Therapeutic Food.

Response:

The primary package should be a sachet of 92gms while the secondary package should contain 150 sachets of 92gms in a carton.

Question 3.

In item No. 1 i.e Fortified blended food the product FORMULATION is not indicated in the document.

Response:

The product formulation is indicated in table 1 and 2 of the tender document pages 60 - 62.

Question 4:

Please clarify if a manufacturer can authorize more than one bidder (Means two or more bidders with same manufacturing authorization support.

Response:

Yes, a manufacturer can authorize more than one bidder.

Question 5:

A Manufacture can also directly participate in the tender; besides this he has given authorization to other bidders also?

Response:

Yes, a Manufacture can also directly participate in the tender.

Question 6:

It is Open International tender, equal for all bidder?

Response:

Yes, it is open to all eligible bidders.

Question 7:

How an International bidder can get certificate from KEBS as product is safe for human consumption, Please suggest.

Response:

You can contact KEBS through their website.

Question 8:

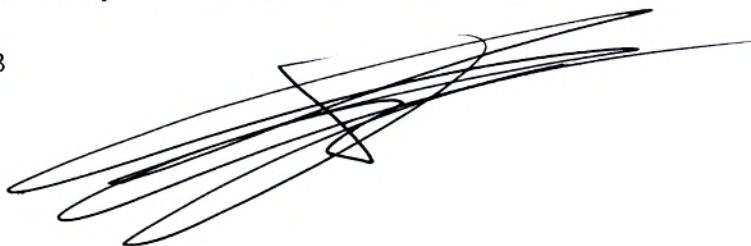
A manufacturer who has not supplied the goods in Kenya so far, is not entitled to participate in this tender?

Response:

Any interested bidder is entitled to participate in this tender.

Question 9:

Deposit of guarantee. Can we make a Bond locally in Nairobi in favor of KEMSA?



Response:

Kindly refer to ITT 19 (page 13) of the tender document.

Question 10:

Who is going to be the importer of the goods?

What expenses shall we pay after the import is made?

Freight from Mombasa Port to Nairobi? Do you have an address of the unload (Zip Code etc) Area so we can ask for freight cost?

Is there any duty or right for importing?

Would you recommend a custom broker at Mombasa?

Response:

The tenderer who will be awarded the contract will sole responsible for the importation of the goods, clearance and delivery of goods to KEMSA warehouse. Ensure KEMSA is the consignee for ease of exemption and import permit processing.

Question 11:

One year ago were transmitting a KEBS certificate which is attached. Is that certificate SGS granted us this to export into Kenya product very similar to your item. This certificate is attached, is this useful for this purpose?

Response:

No, you require to have a certificate from KEBS or SGS for that particular consignment.

Question 12:

The flexible packaging you are asking for. We have two different options to make this to achieved one year at least of shelf life. we work with companies:

Toray Plastics America INC. In Rhoda Island, USA

Polyplex USA, LLC In Alabama, USA

Shanghai Metals (Aluminum) In Shanghai, China

The laminations that we proposed are:

Option 1.

Polyester Film 12 microns (TDS: PA-10 or Safari S600 Attached)

Printed

PE 12 g.

High Barrier Metalized Polyester (MK61 or Sarafil MT 5000, Attached)

PE 20 g.

Barriers:

WVTR 0.40 gm/m²/24Hrs at 38C, 90%HR

OTR 0.40 cc/m²/24hrs at 23C, 0%HR

Option 2

Polyester Film 12 microns (TDS: PA-10 OR Sarafil S600 Attached)

Printed

PE 12

High Barrier 12.5 or 15microns Metalized BOPP (TDS Attached, M23)

PE 20 gms

Barriels:

WVTR 0.09 gm/m²/24hrs at 38C, 90% HR

OTR 12 cc/m²/24hrs at 23C, 0%HR

Option 3

Polyester Film 12 Microns (TDS: PA-10 or Sarafil S600 Attached)

Printed

PE 12g.

Alumium Foil 7 microns

PE 20g.

WVTR 0.05gm/m²/24Hrs at 38C 90% HR

OTR 0.05 cc/m²/24Hrs at 38C, 90% HR

Please let us know which one you would like us to use in your products.

Response:

Kindly adhere to our packaging specifications in the tender document.

Question 13

The omega fatty acids from the nutritional requirements

The stability of the fatty acid-they are highly vulnerable once exposed to light and air (oxygen). Meaning that after opening of the package the fatty acid start to oxidize and the efficacy of them becomes lowered or none at all .

(we have also observed that this oxidation leads to unsatisfactory taste profile).

This statement is provided by the Manufacturer

There is a high price point of isolated and encapsulated fatty acids globally due to low yields

This will drastically add on-cost to the finished product.

* Can we also get some guidance on the finished product packaging specification and labeling (this is very unclear)

Response:

Once you adhere to our packaging requirements indicated in the tender document, the issue of oxidation will not be relevant at this point as the product is only opened during consumption.

Question 14:

Our Manufacturer is located in Rwanda and it does have ISO 22000 and Rwanda Standards Bureau Certificates. Are they enough for the tender submission and may be tests by Pharmacy & Poisons Board in case of contract award?

Response:

The product must be listed with the Pharmacy & Poisons Board and have a certificate from Kenya Bureau of Standard in addition to ISO 22000.

Question 15

For Item 2: RUTF - Plumpy' Nut® 14 815 cartons / 2,222,250 sachets 92gms (150 sachets/carton).

The manufacturers are required to provide both ISO 22000 and Kenya Bureau of Standards (KEBS) certificates. What we usually do.

Nevertheless, it is specified in your letter of CLARIFICATION 1 dated on 3rd May, 2017 that "The product must be listed with the Pharmacy & Poisons Board".

However, it is impossible to respond to this new registration procedure in time.

Kindly advice if the product was not listed with Pharmacy & Poisons Board it is a eliminatory element. Otherwise, the filing of application for registration is sufficient to answer at this call for tender.

Response:

It is a requirement that the product must be listed with the Pharmacy & Poisons Board. Proof of application for registration will be acceptable (i.e. payment receipt).

Question 16.

For Item 2: RUTF - Plumpy' Nut® 14,815 cartons / 2,222,250 sachets 92gms (150 sachets/carton).

Our standard packaging doesn't have a barcode on primary level packaging (Sachet).

Our question, is it acceptable?

(If not, we must be to develop a specific design. In this case the delivery time is around 15 weeks is it acceptable?)

Response:

The product must have bar codes on the primary and secondary packaging. Delivery time should be 12 weeks as indicated in the tender document.

Question 17.

Kindly clarify the pricing format as mentioned in the tender document page no. Page No. 54. Please clarify, which one of the following do we have to quote to adhere by the Price Schedule of Goods offered from Abroad, Page - 54, of the tender document:

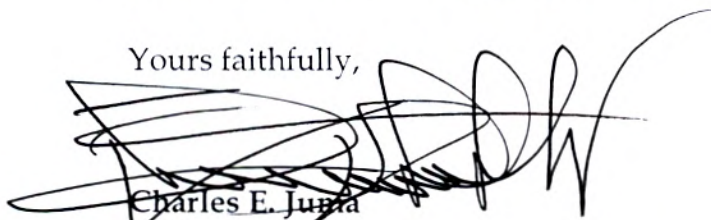
- 1) Freight on Board (FOB) (Indian Port)
 - 2) Delivery at Terminal (DAT)
 - 3) Delivery at Place (DAP) at ICD, Nariobi or at your warehouse.
 - 4) Door Delivery Duty Unpaid (DDU)
 - 5) Door Delivery Duty Paid (DDP)
- d) Please clarify the basis of calculation mentioned in column 5 which is **TOTAL UNIT PRICE (4a+b+c+d)**. **Ref: Page No. 54 of Tender Document.**

Again, in the price schedule please let me know do we need to consider IDF Fees as well ?

Response:

The calculation should be based on delivery at Place (DAP), KEMSA warehouse (this includes product cost, logistic costs, customs clearance and delivery to KEMSA warehouse). KEMSA will process duties exemption and import permit upon provision of relevant shipping documents.

Yours faithfully,



Charles E. Junia

Director Procurement

FOR: Ag. CHIEF EXECUTIVE OFFICER