



Circular Letter ICB002 / 2020 / 002 / 2020

Vitória, ES, October 5th, 2020

Object: Acquisition of Tank Pump and Rescue Vehicle - ABTS

CLARIFICATIONS

In view of the request for clarifications made by a company interested in participating in the ICB bid No. 002/2020 SEAMA 1H325 which has as its object the “**AUTO TANK PUMP AND RESCUE CAR ACQUISITION**”, the Special Bidding Committee clarifies the following:

Question 01: The Notice, in Section I item 4.9 requires:

4.9 A Bidder shall provide such documentary evidence of eligibility satisfactory to the Purchaser, as the Purchaser shall reasonably request.

Our question: Bearing in mind that our company is a company based in Spain and that the Notice, in Section V - Eligible Countries, informs that there are no countries excluded from this bidding process, we understand that it is not necessary to deliver any document that proves the country's eligibility. Is our understanding correct? If not, please inform which document should be delivered in the proposal envelope.

Answer: Your understanding is correct.

Question 2: The Notice, in Section I item 17.2 (a) requires:

Section I

17. Documents Establishing the Eligibility and Qualifications of the Bidder

17.2 The documentary evidence of the Bidder's qualifications to perform the Contract if its Bid is accepted shall establish to the Purchaser's satisfaction:

(a) that, if required in the BDS, a Bidder that does not manufacture or produce the Goods it offers to supply shall submit the Manufacturer's Authorization using the form included in Section IV, Bidding Forms to demonstrate that it has been duly authorized by the manufacturer or producer of the Goods to supply these Goods in the Purchaser's Country;

Our question: Bearing in mind that our company designs, develops, manufactures and certifies fire fighting vehicles according to the EN 1846 Standard, using its own components and several components manufactured by third parties (chassis, pump, monitor cannon ...) we understand that it is not necessary to deliver with the proposal the Manufacturer's Authorization contained in Section IV - Bidding Forms. Is our understanding correct?

Answer: Yes, your understanding is correct. As per the mentioned item, the form "Manufacturer's Authorization" is required only "for the Bidder who does not manufacture or produce the goods he offers".

Question 3: The Notice, in Section III, Section 3.1, paragraph (a), subparagraph (i), subparagraph (i.i) requires:

Section III

3. Qualification (ITB 37)



3.1 Qualification Criteria (ITB 37.1)

After determining the substantially responsive Bid which offers the lowest-evaluated cost in accordance with ITB 34, and, if applicable, the assessment of any Abnormally Low Bid (in accordance with ITB 36) the Purchaser shall carry out the post-qualification of the Bidder in accordance with ITB 37, using only the requirements specified. Requirements not included in the text below shall not be used in the evaluation of the Bidder's qualifications.

(a) If the Bidder is a manufacturer:

(i) Financial Capability

The Bidder shall furnish documentary evidence that it meets the following financial requirement(s):

(i.i) Financial Performance History: Presentation of the audited balance sheet or, if not required by law of the Bidder's country, other financial statements acceptable to the Purchase, in the last 03 (years) years to demonstrate the Supplier's current financial position and long-term probable profitability.

Our question: Bearing in mind that in Spain, corporations need to register the annual accounts and audited balance sheet in the Civil Registry every year and subsequently approved by the General Shareholders' Meeting, we would like to clarify whether it will only be necessary to present the annual accounts and audited balance corresponding to the 2019 Fiscal Exercise or on the contrary, the presentation of the annual accounts and audited balance corresponding to the Fiscal Years 2019, 2018 and 2017 will be required.

Answer: As described in Section III, point 3.1, it will be required to present the audited balance sheet for the last 03 (years) years, corresponding to the Fiscal Years of 2019, 2018 and 2017.

Question 4: The Notice, in Section III, Section 3.1, paragraph (a), subparagraph (iii) requires:

Section III

3. Qualification (ITB 37)

3.1 Qualification Criteria (ITB 37.1)

After determining the substantially responsive Bid which offers the lowest-evaluated cost in accordance with ITB 34, and, if applicable, the assessment of any Abnormally Low Bid (in accordance with ITB 36) the Purchaser shall carry out the post-qualification of the Bidder in accordance with ITB 37, using only the requirements specified. Requirements not included in the text below shall not be used in the evaluation of the Bidder's qualifications.

(a) If the Bidder is a manufacturer:

(i) Financial Capability

The Bidder shall furnish documentary evidence that it meets the following financial requirement(s):

(i.i) Financial Performance History: Presentation of the audited balance sheet or, if not required by law of the Bidder's country, other financial statements acceptable to the Purchase, in the last 03 (years) years to demonstrate the Supplier's current financial position and long-term probable profitability.

(ii) Experience and Technical Capacity

The Bidder shall furnish documentary evidence to demonstrate that it meets the following experience requirement(s):

(ii.i) Non-execution of contracts History: Non-execution of contract in the last 03 (three) years before the Bid filing deadline, based on fully resolved disputes or litigation. A fully resolved dispute or litigation is one that has been resolved in accordance with the Dispute Settlement Mechanism provided in the agreement, and when all instances of appeal available to the Bidder have been



exhausted.

(ii.ii) Pending Dispute: All pending disputes in total must not represent more than fifty percent (50%) of the Bidder's share capital.

(ii.iii) General Experience: Experience in contracts for the supply of goods identical or similar to the object of this contract in the last 5 (five) years from the date of the Proposal.

(iii) Documentary Evidence The Bidder shall furnish documentary evidence to demonstrate that the Goods it offers meet the following usage requirement.

Our question: After reading the complete item 3.1, we were unable to understand which supporting documents and how it should be justified that the Goods offered meet the requirements described above. Please clarify which specific requirements must be demonstrated.

Answer: The necessary data are as described in the mentioned item. In addition to the presentation of the audited balance sheet (or if not required by law of the country of the bidder, other financial statements acceptable to the Contractor), there are no standard forms for presenting proof of experience and technical capacity, which must be prepared in a simple and direct manner with the information contained in items (ii) and (iii) of section 3.1.

Question 5: The Notice, in Section I, item 20.1 requires:

20. Format and Signing of Bid

20.1 The Bidder shall prepare one original of the documents comprising the Bid as described in ITB 11 and clearly mark it "ORIGINAL." Alternative Bids, if permitted in accordance with ITB 13, shall be clearly marked "ALTERNATIVE." In addition, the Bidder shall submit copies of the Bid, in the number specified in the BDS and clearly mark them "COPY." In the event of any discrepancy between the original and the copies, the original shall prevail.

Our question: The BDS, in its item ITB 20.1, requires that in addition to the original copy of the Proposal, the number of copies will be: 01 copy in digital format (pdf), delivered on a USB stick when the original proposal is delivered. Therefore, in order to avoid printing two copies on paper and placing the "ORIGINAL" stamp on one copy and the "COPY" stamp on the other, we ask for a position on whether it will be allowed to record a scanned copy of the original copy submitted on paper containing the indication "ORIGINAL" stamp on it.

Answer: Yes, the proposed procedure is correct.

Question 6: The Notice, in Section II - BDS, item 22.1 informs:

D. Submission and Opening of Bids bidding

ITB 22.1

For Bid submission purposes only, the Purchaser's address is:

Care of: Robério Lamas da Silva - President of Special Bidding Committee of Espírito Santo Integrated Sustainable Water and Landscape Management Project

Street Address: Av. Governador Bley, 186, Edifício BEMGE, 3º Andar, Centro.

City: Vitória-ES

ZIP/Postal Code: CEP 29010-150.

Country: Brazil

E-mail: gestaoaguasepaisagem@cesan.com.br

The deadline for Bid submission is: 49 days from 20/08/2020

Date: October 8, 2020

Time: 10:00 a.m.



Os Licitantes não poderão enviar suas Propostas por meios eletrônicos.

Our question: Bearing in mind that we are interested in filing the proposal delivery personally, possibly on a date prior to 10/8/2020, please inform the office hours for filing the proposal delivery.

Answer: The time for filing the proposal protocol on a date prior to that established with the final limit is from Monday to Friday, on working days, from 8:00 am to 5:00 pm.

Question 7: The Notice, in Section IV - Bidding Forms, Price Sheet, Section IV - Bidding Forms and Section VII - List of Requirements contains the following spreadsheets:

Planilha de Preços: Para Bens fabricados fora do País do Comprador a serem importados

(Propostas do Grupo C, bens a serem importados)								Data: SDP Nº: _____ Página nº _____ de _____	
Moedas de acordo com a IAL 15									
1	2	3	4	5	6	7	8	9	
Rubrica Nº	Descrição dos Bens	País de Origem	Data de Entrega conforme definido nos Incoterms	Quantidade e unidade física	Preço unitário CIP (insere local de destino) de acordo com a IAL 14.8 (b) (i).	Preço CIP por rubrica (Col. 5x6)	Preço por rubrica para transporte marítimo e outros serviços necessários no País do Comprador para transportar os Bens até o seu destino final especificado na FDE.	Preço total por rubrica (Col. 7x8)	
[insere número do item]	[insere nome do Bem]	[insere país de origem do Bem]	[insere data de entrega estimada]	[insere número de unidades a serem fornecidas e nome da unidade física]	[insere preço unitário CIP por unidade]	[insere preço CIP total por rubrica]	[insere preço correspondente por rubrica]	[insere preço total da rubrica]	
								Preço Total	

Nome do Licitante [insere nome completo do Licitante] Assinatura do Licitante [Assinatura da pessoa que assina a Proposta] Data [insere data]

Planilha de Preços e Cronograma de Conclusão - Serviços Correlatos

Moedas de acordo com a IAL 15							Data: SDP Nº: _____ Página nº _____ de _____	
1	2	3	4	5	6	7	8	
Serviço Nº	Descrição dos Serviços (inclui o transporte marítimo e outros serviços necessários no País do Comprador para transportar os Bens até o seu destino final)	País de Origem	Data de Entrega no local de destino final	Quantidade e unidade física	Preço unitário	Preço Total por Serviço (Col. 7 x 6 ou estimado)		
[insere número do Serviço]	[insere nome dos Serviços]	[insere país de origem dos Serviços]	[insere data de entrega no local de destino final por Serviço]	[insere número de unidades a serem fornecidas e nome da unidade física]	[insere preço unitário por item]	[insere preço total por rubrica]		
						Preço Total da Proposta		

Nome do Licitante [insere nome completo do Licitante] Assinatura do Licitante [Assinatura da pessoa que assina a Proposta] Data [insere data]

2. Lista de Serviços Correlatos e Cronograma de Conclusão

[Esta tabela deverá ser preenchida pelo Comprador. As Datas de Conclusão Obrigatória devem ser realistas e condizentes com as Datas Obrigatórias para Entrega dos Bens (conforme os Incoterms)]

Serviço	Descrição do Serviço	Quantidade ¹	Unidade Física	Local onde os Serviços serão realizados	Data(s) de Conclusão Final dos Serviços
[insere número do Serviço]	[insere descrição dos Serviços Correlatos]	[insere quantidade de itens a serem fornecidos]	[insere unidade física dos itens]	[insere nome do Local]	[insere Data(s) de Conclusão Obrigatória]

1. Se aplicável

Question: Bearing in mind that our company is based outside Brazil and, therefore, we intend to use the price spreadsheet above, we would like to confirm the following points:

a) In the Price Sheet for Goods manufactured outside the Buyer's Country to be imported, column 07 (CIP Price per item), should contain the total price for the 15 vehicles including the price of the Goods, transport and insurance paid to the Sea Port Vila Velha - ES (Brazil) without including import taxes and duties. Is that correct?



Answer: As specified in the Table, column 07 is the multiplication of columns 5 (quantity) and 6 (CIP unit price). It is noted that the applicable Incoterms are those of 2020, according to IAL 14.7.

b) Column 08, (Price per item for inland transportation and other services needed in the Buyer's Country to transport the Goods to their final destination) should include only the values of transportation and other services necessary, not including taxes or fees generated by the import of the goods. Is that correct?

Answer: Your understanding is correct.

c) If the answers to points 01 and 02 are affirmative, please confirm that the taxes and customs fees for nationalization of the goods purchased will be at the expense of the buyer.

Answer: According to item 2.21 of the applicable Guidelines, "the CIP does not include the payment of customs duties and other import taxes, which are the responsibility of the Borrower".

d) Bearing in mind that the List of Related Services and Completion Schedule contained in Section VII - List of Requirements is empty and therefore does not have any service requirements to perform, we understand that the Price Schedule and Completion Schedule - Related Services contained in Section IV - Bidding Forms must not be presented in the proposal envelope. Is that correct?

Answer: Your understanding is not correct. All spreadsheets must compose the proposal, but those that do not apply to the proposer's case must be sent in blank.

e) Please confirm that the delivery conditions at the Final Destination of the goods are DDP (Delivered Duty Paid) or DAP (Delivered at Place).

Answer: The terms of delivery is DDP.

Question 8: The Notice, in Section II - Bid Data Sheet (BDS), Section C. Proposal Development, requires:

C. Preparation of Bids

ITB 10.1

The language of the bid is: English. In addition, the bidding documents are translated into Portuguese language.

Bids shall have the option to submit their bid in any one of the languages stated above.

Bidders shall not submit Bids in more than one language.

All correspondence exchange shall be in English or Portuguese languages.

Languages for translation of supporting documents and printed literature are English or Portuguese.

Question: We emphasize that the language of our proposal (economic document, detailed technical description of the vehicle, bidding forms...) will be written in Portuguese and the administrative documents (financial statements, economic balance sheets, social contract...) that in our case are issued in Spanish will be presented with the



corresponding sworn translation into Portuguese. It turns out that some equipment required in the vehicle, have folders or commercial catalogs that are available only in English and normally, to facilitate a better technical evaluation by the customer, we have the habit of including them inside the envelope. We ask for confirmation of whether we can include this type of documents (folders or catalogs of auxiliary equipment such as pump, extractor...) in the English language together with our proposal written in Portuguese in the same envelope.

Answer: Not disregarding other provisions of the notice, the “Documents to be Submitted with Price Proposals” must follow the wording of item 16, of Section VII, Schedule of Requirements. Other documents to aid in the technical understanding of the proposal may be presented in English.

Question 9: The Notice, in Section I, item 19 requires:

19. Bid Security

19.1. The Bidder shall furnish as part of its Bid, either a BidSecuring Declaration or a Bid Security, as specified in the BDS, in original form and, in the case of a Bid Security, in the amount and currency specified in the BDS.

19.2. A Bid Securing Declaration shall use the form included in Section IV, Bidding Forms.

19.3. If a Bid Security is specified pursuant to ITB 19.1, the Bid Security shall be a demand guarantee in any of the following forms at the Bidder’s option:

- (a) an unconditional guarantee issued by a bank or non-bank financial institution (such as an insurance, bonding or surety company);
- (b) an irrevocable letter of credit;
- (c) a cashier’s or certified check; or
- (d) another security specified in the BDS, from a reputable source, and an eligible country.

If an unconditional guarantee is issued by a non-bank financial institution located outside the Purchaser’s Country, the issuing non-bank financial institution shall have a correspondent financial institution located in the Purchaser’s Country to make it enforceable unless the Purchaser has agreed in writing, prior to Bid submission, that a correspondent financial institution is not required. In the case of a bank guarantee, the Bid Security shall be submitted either using the Bid Security Form included in Section IV, Bidding Forms, or in another substantially similar format approved by the Purchaser prior to Bid submission. The Bid Security shall be valid for twentyeight (28) days beyond the original validity period of the Bid, or beyond any period of extension if requested under ITB 18.2.

19.4. If a Bid Security is specified pursuant to ITB 19.1, any Bid not accompanied by a substantially responsive Bid Security shall be rejected by the Purchaser as nonresponsive.

19.5. If a Bid Security is specified pursuant to ITB 19.1, the Bid Security of unsuccessful Bidders shall be returned as promptly as possible upon the successful Bidder’s signing the Contract and furnishing the Performance Security pursuant to ITB 46.

19.6. The Bid Security of the successful Bidder shall be returned as promptly as possible once the successful Bidder has signed the Contract and furnished the required Performance Security.

19.7. The Bid Security may be forfeited or the Bid Securing Declaration executed:

- (a) if a Bidder withdraws its Bid during the period of Bid validity specified by the Bidder in the Letter of Bid, or any extension thereto provided by the Bidder; or
- (b) if the successful Bidder fails to:
 - (i) sign the Contract in accordance with ITB 45; or
 - (ii) furnish a Performance Security in accordance with ITB 46.



19.8. The Bid Security or Bid- Securing Declaration of a JV must be in the name of the JV that submits the Bid. If the JV has not been legally constituted into a legally enforceable JV at the time of Bidding, the Bid Security or Bid-Securing Declaration shall be in the names of all future members as named in the letter of intent referred to in ITB 4.1 and ITB 11.2.

19.9. If a Bid Security is not required in the BDS, pursuant to ITB 19.1, and

(a) if a Bidder withdraws its Bid during the period of Bid validity specified by the Bidder on the Letter of Bid; or

(b) if the successful Bidder fails to: sign the Contract in accordance with ITB 45; or furnish a performance security in accordance with ITB 46; the Borrower may, if provided for in the BDS, declare the Bidder ineligible to be awarded a contract by the Purchaser for a period of time as stated in the BDS.

Question: We would like to confirm the following points:

a. In the present bidding process, will it be possible to choose the presentation of the Bid Guarantee Declaration according to the form in Section IV - Bidding Forms?

Answer: It will only be possible to present the Proposal Guarantee through an administrative check as specified in the BDS, in item IAL 19.1

b. If it is possible to submit a Proposal Guarantee Statement, please inform the [number of months or years], counting from which date, which we must mention in the said statement.

Answer: It is not possible to submit a Proposal Guarantee Statement.

c. If it is mandatory to present an administrative check and, considering that its value should be equivalent to 2% of the total of the Proposal, we would like to confirm if an amount higher than 2% of the total of the proposal will be admitted - issuance of the administrative check by the Banking Entity.

Answer: Yes, it will.

Question 10: The Notice, in Section VII - Schedule of Requirements - 3. Technical Specifications - TECHNICAL SPECIFICATION CHARGE AUTO TANK AND RESCUE PUMP VEHICLE, item 2.4.1, requires:

2.4.1. Rear towing hitches tath must obey the rules in force.

Question: We would like to confirm the following points:

a. Must the rear hitch have an electrical outlet for the towing hitches?

Answer: Yes, it must.

b. If so, should the outlet be 12 or 24VDC?

Answer: 12 VDC (in Brazil 12 VCC)

c. If so, should the outlet be 7 or 13 pins?

Answer: Preferably 7 pins.

Question 11: The Notice, in Section VII - Schedule of Requirements -



3. Technical Specifications - TECHNICAL SPECIFICATION CHARGE
AUTO TANK AND RESCUE PUMP VEHICLE, item 5.1, requires:

5.1. Electronic sirens shall be installed, each with a minimum of 02 (two) sounding units with a capacity of at least 200 (two hundred) watts and at least three types of independent sounds. Soundproofing units should be installed as far forward as possible on the vehicle, facing forward and at a height of approximately one meter from the floor, with individual activation.

Question: We would like to confirm the following points:

a. In our understanding, a single 200W amplifier (01 unit) must be provided together with 02 100 W speakers each. Is our understanding correct?

Answer: The understanding is also correct, but the proposed solution is not mandatory. Sirens or sirens (which may be a single amplifier) must be installed, totaling at least 200 watts, but with individual activation. As for the speakers units, a minimum of 02 (two) units is mandatory.

b. Does the individual activation refer to the activation of the siren considering its two speakers? Or should each speaker be activated individually?

Answer: According to the answer above, the activation must be individualized, even if there is a need to install more than one amplifier to total the minimum power of 200 watts.

Question 12: The Notice, in Section VII - Schedule of Requirements -
3. Technical Specifications - TECHNICAL SPECIFICATION CHARGE
AUTO TANK AND RESCUE PUMP VEHICLE, item 5.2, requires:

5.2. Additionally, two-tone electro pneumatic sirens, with two (F and C) tone siren, with compressor and horns shall be provided;

Questions:

Can the set be understood as a compressor with double output (F and C) feeds a siren with 2 horns (F and C) and another siren with 2 horns (F and C)? Should it be installed? Both sirens must be installed? If so, where should the installation be?

Question: We would like to confirm the following points:

a. Must be provided 02 sets of F and C electro pneumatic sirene, each with an individual compressor? Or Could 01 compressor be considered to power 02 sets of F and C sirene?

Answer: In our understanding siren is the individual generation of the emergency sound, in this case, the F and C is the mandatory combination of complementary tones of that sound. In this sense, 2 sirens should be provided (02 F horns + 02 C horns). As for the supply, it can be done by a compressor or compressors, as long as the capacity is sufficient to supply the air demand.

b. Must the two sirens be installed? If so, where must the installation be carried out?

Answer: Yes, they must be installed. The installation location will be defined during the assembly follow-up by the Contractor's Representatives Committee.



Question 13: The Notice, in Section VII - Schedule of Requirements - 3. Technical Specifications - TECHNICAL SPECIFICATION CHARGE AUTO TANK AND RESCUE PUMP VEHICLE, item 5.4, requires:

5.4. The visual and audible beacon control system shall be dual (one for each set of sirens) through a cab-mounted amplifier with system compatible power and independent megaphone system.

Question: We would like to confirm the following points:

a. We understood that a control system should be installed for the electro-pneumatic siren (s) (item 5.2), and another control system for the electronic siren? is our understanding correct? Can the same module be used to activate all visual and audible signal components?

Answer: The control system for the electropneumatic and electronic sirens must be individualized in the amplifier, and the same module can be used to activate these components.

b. Should the controller module activate the emergency signaling? Which ones specifically?

Answer: Yes, it should. The controller module should activate all the emergency signaling possible, except pneumatics for sound signaling and other signals must comply with Item 5.7.6. of Section VII - Schedule of Requirements, which deals with the front beacon domes for light signaling.

c. When activating the electro-pneumatic and / or electronic siren, should the emergency signaling be activated simultaneously? or with an independent signaling control button?

Answer: The different types of sound and light signaling must have individualized control buttons.

Question 14: The Notice, in Section VII - Schedule of Requirements - 3. Technical Specifications - TECHNICAL SPECIFICATION CHARGE AUTO TANK AND RESCUE PUMP VEHICLE, item 5.7.6, requires:

5.7.6. 02 (two) intermittent LED warning beacon domes shall be provided at the rear and front, 01 (one) on each side, provided with impact protection grille in anti-corrosion material. Each dome shall be frame mounted. Front mounted shall have a fully independent circuit and drive system, such as a cab on / off switch.

Question: We would like to confirm the following points:

a. We understand that these are rotating beacons, with 02 (units) at the front and 2 (units) at the rear of the vehicle, is that correct? How should these rotating beacons be activated, independent front and rear or a single button for all?

Answer: Yes, there are 02 (two) units at the front and 02 (two) at the rear, totaling 04 (four) units. Regarding the activation, they must be independent.

b. What would be the rotating beacons' color?



Answer: Red.

Question 15: The Notice, in Section VII - Schedule of Requirements - 3. Technical Specifications - TECHNICAL SPECIFICATION CHARGE AUTO TANK AND RESCUE PUMP VEHICLE, item 6.2, requires:

6.2. Programming software kit (cables and CDs) should be provided. The hired company must provide a transceiver radio, which must be fully compatible with the system and with the frequency range and protocol (APCO phases 1 and 2) used by the Corporation at the time of delivery of the vehicle (frequency, miscellaneous licenses and communication protocol) and properly programmed, with audio output through the loudspeaker near the pump panel, with sound intensity compatible with the system in full operation of the pump.

Question: Could you inform us the technical specifications or the make and model of the transceiver used by the Espírito Santo State Fire Brigade? This information is essential to be able to offer a compatible model as requested in the notice.

Answer: As provided for in the Public Notice, the company may supply any transceiver brand / model (communication radio) that is fully compatible with the system, frequency range and protocol (APCO phases 1 and 2) used by the Military Fire Brigade of Espírito Santo (CBMES), where at the time of delivery of the vehicle must be properly programmed. Currently, the Military Fire Brigade of Espírito Santo uses TAIT brand mobile transceivers. However, it does not prevent the company from providing another brand, as long as it meets all the requirements set out in the notice.

Question 16: The Notice, in Section VII - Schedule of Requirements - 3. Technical Specifications - TECHNICAL SPECIFICATION CHARGE AUTO TANK AND RESCUE PUMP VEHICLE, item 10.16, requires:

10.16. Brackets for securing equipment where needed, according to item 20.3.

Question: Point 20.3 does not mention anything about Brackets for securing equipment, we understand that this is an error in the notice. is it correct?

Answer: According to Item 20.3. There should be support for all equipment that will be requested for vehicle conditioning by the contractor, preferably in stainless steel or aluminum, designed according to the shape of the equipment and approved by the Military Fire Brigade of Espírito Santo (CBMES) after meeting between the contractor and the commission designated by the hired company. Fire helmet support will also be added.

Question 17: The Notice, in Section VII - Schedule of Requirements - 3. Technical Specifications - TECHNICAL SPECIFICATION CHARGE AUTO TANK AND RESCUE PUMP VEHICLE, appendix 4) ELECTRICAL INTERVENTION, LIGHTING AND SIGNALING MATERIAL , (Generator) requires:

GENERATOR

The generator will be driven by the engine of the car through a power take-off;
The vehicle must be equipped with a power generator that complies with National Electrical Codes (NEC) or equivalent;
The generator shall be capable of long-term operation without overheating and fatigue of its components.



GOVERNMENT OF ESPÍRITO SANTO STATE
PROGRAM STEERING COMMITTEE ESPÍRITO SANTO INTEGRATED SUSTAINABLE WATER
MANAGEMENT PROJECT
SPECIAL BIDDING COMMITTEE

The generator shall have the following characteristics: Minimum power of 5.000 W;
Rated voltage compatible with devices between 110 to 120V and 220V to 240V;
Minimum amperage (at 220V) of 25 A; 60 Hz frequency;
The activation of the generator should only be possible with the parking brake applied;
The generator must have at least the following components:
Starter switch;
Voltmeter;
Voltage selector switch;
Hour meter;
Circuit breaker;
One 120V socket for charging up to 20A;
One 120V socket for charging up to 30A;
One 120 / 240V outlet for charging up to 30A;
Battery charge terminal;
Grounding terminal;
The instruments should be embedded in a weatherproof and properly sized panel;
The equipment should be designed for mobile installations subject to vibration, moisture and severe continuous use;
All electrical wiring to the generator shall be of fine twisted copper.
The wires must be sized for the load and rating of circuit breakers;
Individual circuit breakers shall be provided for all in-line equipment to isolate a tripped circuit breaker so as not to affect other equipment;
The equipment shall achieve the specified performance operating at varying engine revs.

Question: We would like to confirm the following points:

a. Bearing in mind that the generator must be activated by the PTO, can the PTO activation button be considered as a start switch?

Answer: According to Item 2.1.4. of Section VII - List of Requirements, the vehicle must have a double power take-off, being one of them exclusive and with individual activation for the generator. Even so, according to Item 2.12.5. (j) of Section VII - Schedule of Requirements, the installation of the systems in the power take-off must meet the manufacturer's installation recommendations according to the intended application.

b. What is the function of the voltage selector switch?

Answer: The selector switch is used to select between a voltage of 120 and 240 volts, and it is not necessary in the case of the contractor to supply at least 03 (three) outlets of 120 volts and 01 (one) of 240 volts.

c. Is it a switchable 120 / 240V outlet? or should there be an outlet for 120 and one for 240V?

Answer: The outlet may be of the switchable type or the contractor may supply at least 03 (three) outlets of 120 volts and 01 (one) 240 volts.

d. The 240V to 30A outlet requires a power of 7200VA and the power requested in the generator is 5000W, we understand that this is considered. Is that correct?

Answer: In this item, where it reads 30A, read 25A.



In this sense, the outlet must have an apparent power capacity for a current of at least 25A and the capacity to provide a minimum active power of 5000 watt.
In the voltage specifications of the generator, the voltage values should be between 120-127 volts and 220-230 volts with variation permissiveness within the appropriate range of reading voltages, according to Brazilian norm.

e. Understanding that the engine rpm variation will have variations in the generator output parameters, this way the vehicle will be parameterized to meet what was specified. We understand that this meets the request in the notice, is it correct?

Answer: According to the description of the Generator - 4) Electrical intervention, Lighting and Signaling Material Item 3 - Section VII - Schedule of Requirements, the equipment must achieve the specified performance, operating in variable speeds of engine revolutions.

f. Since the generator will be powered by the power take-off, this equipment does not have a battery. Could you clarify which cargo terminal is mentioned and its function?

Answer: This charging terminal refers to a separate battery charge output.

Question 18: The Notice, in Section VII - Schedule of Requirements - 3. Technical Specifications - TECHNICAL SPECIFICATION CHARGE AUTO TANK AND RESCUE PUMP VEHICLE, item 15.7, requires:

15.3.10. The fire pump complies with EN 1028.

15.3.11. The priming pump complies with EN 1028-2.

15.7. These certificates will only be accepted as valid when the certification body is accredited by a Multilateral Recognition Arrangement (MRA) signatory body established by one of the following cooperations:

15.8. Internacional Accreditation Forum, Inc. – IAF; e

15.9. Interamericam Accreditation Cooperation – IAAC.

Question: We emphasize that both NFPA 1901 and EN 1028 require the pump to be certified in order to meet the requirements demanded by them, however, the two standards allow certifications to be classified as 1st part Certifications (issued by the pump manufacturer itself after tests in its own facilities). Therefore, the requirement that certification be issued by a certifying body accredited by a signatory to a multilateral recognition agreement (Multilateral Recognition Arrangement - MRA) cannot be required for either the fire pump or the priming pump.

Answer: According to Item 9.4.1. compliance with NFPA 1901 and / or EN 1028 Certifications will be required. In this sense, the certification issued by the pump manufacturer will be accepted as long as there is provision in the said standards.

Question 19: In Item 3. Technical Specifications, subsection 9.13.2. Capacity of at least 3.000 liters of water, made of AISI 316L stainless steel plate, with at least 3mm thickness, cold bent with rounded corners or copolymer material with a modulus of elasticity exceeding 1,100 MPa ($\pm 5\%$ variation allowed) according to ISO 527, a minimum thickness of 12 mm or glass fiber



reinforced polyester and 9.13.7. If the contractor wants to present tank material other than the provision, it must submit the commission in advance, provided it complies with DIN 14502-2, and the contractor is responsible for approval.

Analyzing item 9.13. the combination of standards and materials is strange, and exposes an addiction to the event since: The requirement of DIN 14502-2 does not make sense: Since the Standard was introduced in Germany in 2019 and soon after it was suspended. It covers only that country and is not a consecrated norm, accepted by the whole European community. The combination of stainless steel material and DIN 14502-2 is typical for fixed installations, which is not the case with this RFB (meaning of the acronym not understood). The established standard is UNE-EN 1846-3: 2015 which guarantees the quality standard and which in turn is requested in this RFB (meaning of the acronym not understood). In this sense, we understand that the request to comply with a standard that is not technically enshrined is not relevant and represents a limitation to the wide competition of the event.

Question: Therefore, we understand that tanks that meet the UNE-EM 1846-3: 2015 standard will be admitted and the certifications must be presented above this standard. Is this understanding correct?

Continuation: The main European manufacturers and market leaders, a market governed by the EN1846 standard, do not manufacture their tanks in stainless steel, since it avoids carrying dead weight in the form of an extremely heavy tank in the vehicle, which would limit the capacity to load effectively water and / or materials used by firefighters. The tanks are currently manufactured in materials such as GFR (glass fiber reinforced) or PP (polypropylene), which are lightweight materials, with long durability, easy repair and high security. PP tanks are also suitable for example for transporting drinking water, just to mention an advantage. We understand that it is necessary to have objective criteria for the RFB (meaning of the acronym not understood) and for the evaluation of technical proposals.

Question: We understand that PP and GFR tanks will be accepted as long as they meet and will be certified according to UNE-EN 1846-3: 2015. Is this understanding right?

Answer: Tanks made of polypropylene or glass fiber reinforced will be accepted, as long as they meet the requirements specified in items 9.13 and 9.14 - Section VII - Schedule of Requirements. Other types of tank will be accepted, as long as they respect the provisions of item 9.13.7 - Section VII - Schedule of Requirements.

Question 20: Item 14.8 of the notice establishes differentiation in the formation of the price for goods produced inside or outside the buying country. It is known, however, that imported goods are exempt from taxes which may be significant in the formation of the



final price, what could represent advantage to foreign participants, frustrating the purposes of the bidding. Therefore the formation of the price is to be clarified and if there will be exemption from taxes for national manufacturers and the extension of the application of item 34.5 of the notice.

Answer: The 2011 World Bank Procurement Regulation, which provides in paragraph 1.2 (b), that “the Bank's interest in providing all eligible bidders in developed and developing countries with the same information and equal opportunity to compete for the supply of goods, works and technical services financed by the Bank ”. Therefore, in the event there is no advantage to foreign participants mentioned in the request for clarification, as these rules are applicable in all bids from countries / borrowers.

For bid price comparison, the notice provides in paragraph 34.5 of Section I - Instructions to Bidders (IAL), that:

The Purchaser's evaluation of a Bid will exclude and not take into account:

- (a) in the case of Goods manufactured in the Purchaser's Country, sales and other similar taxes, which will be payable on the goods if a contract is awarded to the Bidder;
- (b) in the case of Goods manufactured outside the Purchaser's Country, already imported or to be imported, customs duties and other import taxes levied on the imported Good, sales and other similar taxes, which will be payable on the Goods if the contract is awarded to the Bidder;
- (c) any allowance for price adjustment during the period of execution of the contract, if provided in the Bid.

There is no extension of application of this paragraph that goes beyond what is described.

As for the formation of the price, you must present what is described in the respective spreadsheets presented in the Notice ICB 002/2020 (Section IV - Bidding Forms) so that the evaluation is carried out in accordance with what is described in the Notice.

Question 21: The bidding allows joint venture's participation, without limit, but it is silent in relation to the formation of a consortium. Thus this possibility of participation must be clarified.

Answer: The Notice is clear regarding the participation of consortia and joint ventures, as well as identifies the necessary documentation for the participation of these types of union between companies, e.g. IAC 11.1 (j), of Section II - Bid Data Sheet (BDS).

Question 22: Item 46 refers to the need for execution guarantee, however provides nothing about: is the presentation of an “execution guarantee” mandatory? What is its amount and form? When will it be released? Or does the 10% guarantee on the early receipt work as an “execution guarantee”? All these points need clarification.

Answer: All questions about the Performance Security are described in



paragraph 18 of “Section VIII - General Conditions of Contract” and in items GCC 18.1, GCC 18.3 and GCC 18.4. Bidders please note that the Portuguese version of the notice is for guidance only, in all cases, in the event of any divergence, the English version prevails. In this sense, there was a material translation error in GCC 18.1, which should be read:

"The Performance Guarantee will be mandatory and will be equivalent to 2% of the Contract Price"

Furthermore, we clarify that there are no provisions contrary to GCC 18.4, in the special conditions of the contract.

Question 23: There are doubts about the incoterm to be carried out, this being the reason for the need for clarification of this point.

Answer: As provided for in IAL 14.7, the rules contained in Incoterms 2020 apply. More information can be seen at <https://iccwbo.org/resources-for-business/incoterms-rules/incoterms-2020/>

Question 24: There is no information about the average price expected for each vehicle, only the total amount of the resources. It is necessary to establish a middle and / or maximum limit for submission of proposals.

Answer: Bidders must submit proposals formulated based on their actual costs, therefore, “information on the estimated average value for each vehicle” will not be disclosed. The bid notice has all the necessary information for the bidders to present their best proposals.

Question 25: The notice is not clear about how it will be carried out, by what is understood, the requirement will not be the best price, there is a question of technical approach between the good requested and the good offered that needs to be clarified.

Answer: The questioning lacks objectivity, as the question was not presented clearly. However, we inform that it will be verified if there was full compliance with the specifications, as well as with the qualification criteria and as stated in IAL 34.2 (a), of “Section II - Bidding Data Sheet (BDS)” the evaluation for the lot single will be held at the lowest price.

Request to extend the deadline for submitting the proposal

Bidder 01: We arrive very respectfully to your presence, to request the terms BELOW epigraphed: In SECTION I: INSTRUCTIONS TO BIDDERS (ITB), ITEM 8: AMENDMENT OF BIDDING DOCUMENT,

Sub item 8.3 - To give prospective Bidders reasonable time in which to take an addendum into account in preparing their Bids, the Purchaser may, at its discretion, extend the deadline for the submission of Bids, pursuant to ITB 22.2.

Our question: In possession of such prerogatives possibly allowed in the notice, we request your good assistance in order to



provide an EXTRA TIME OF 20 (twenty) DAYS for the presentation of the proposal, at the time dated 10/8/2020. We look forward to positive comments from you.

Bidder 02: The applicant is a company dedicated to the manufacture special vehicles, with expertise in auto tank pump and rescue - ABTS, object of this international public bidding, with an interest in participating in the event.

However, this instrument is a vehicle with characteristics of imported vehicles, in several items, which are not available in Brazil. The instrument opens the question for the formation of a Joint Venture, however with the pandemic situation of COVID-19 the deadlines for such an operation are longer.

The Company has full participation conditions and has a business partner to fully comply with what is required in the bidding process, however, it foresees that there will be no time to form a Joint Venture.

Our question: Thus, it comes to represent a request to extend the deadline for submitting the proposal for another 3 (three) weeks, so that the JV can be constituted, thus leading to more competition in the dispute.

Answer: The Special Bidding Committee postpones the presentation and opening of the proposals until October 28, 2020, at 10:00 am.

Robério Lamas da Silva

President of the Special Bidding Commission