

Questions and Answers

July 26, 2024

ITB/CHAI/RUTF/0124: Invitation to Bid (ITB) for the Supply of Competitively Priced UNICEF-Approved Ready-To-Use Therapeutic Foods (RUTF) Formulation to Ghana

Category	Questions	Answer
Pricing	The target pricing of USD 28/box FOB for a quality RUTF appears to be rather low. Will bidders who propose higher prices be disqualified?	Bids proposing higher than \$28 per carton FOB price will not be disqualified. CHAI however, encourages bidders to bid close to the target price of \$28 per carton FOB. CHAI believes this price would unlock government procurement and boost demand.
	Clause 9.2 of the Financial Requirements specifies an FOB price of approximately \$28 per carton (150 sachets) for RUTF. Recent UNICEF data indicates that the Weighted Average Price (WAP) for RUTF ranges from USD 42.30 per carton (North America) to USD 49.6 per carton (Africa) across different regions. The overall WAP is USD 46.8, with Asia's WAP at USD 43.20 per carton. Given this significant difference with the ITB's expectation, please clarify if bidders are still required to match the FOB price of \$28 per carton.	
	According to section 3.2, given that the procurement is required for three years, will a price revision be possible for procurements scheduled in 2025 and 2026? Kindly clarify.	
Shelf Life	Kindly confirm whether a minimum shelf-life is required at the time of dispatch or delivery.	Yes, a minimum shelf-life of 80% is required at the time of delivery.
Delivery Details	Can you please share the delivery point in Ghana and also what shipping terms you will require.	As mentioned in the ITB, Port of Tema will be the delivery point. CHAI will discuss the shipping terms during the contracting process.
Payment Terms	Please confirm the payment terms for this bid.	The payment terms for this bid would be discussed during the contracting period. Payment for each delivery schedule will be made during the fiscal year of the delivery schedule.