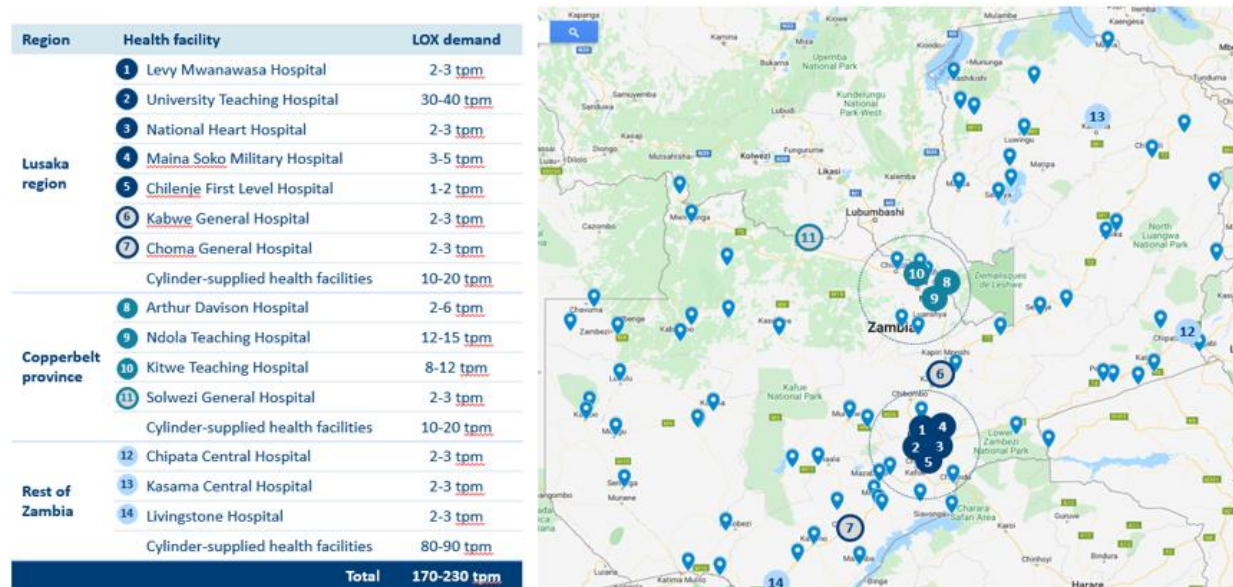


EOI - Invitation to Local Manufacturers of Liquid Oxygen in and around Zambia - Q&A
Solicitation reference - EOI/CHAIZM/LOX/001

No.	Clarification requested	Answer
1	Will it be possible to have the locations of the hospitals in Zambia, the tank sizes and the volumes?	Yes, this information is available in Figure 1, below. Please use this information for the bid submission process
2	One of the requirements is for a company to have at least 5 years experience. Can companies with less experience apply?	This was listed as a preference for annual revenue under the "financials" section. Should you not meet this, we still encourage all companies to submit their responses. The evaluation committee will review each application and consider the next steps based on the merits of the submission. Also, if you can provide parent company or other consortium companies' experience as well
3	Can companies in joint ventures apply in partnership	Yes, joint venture applications are welcome. Please ensure that the roles and responsibilities of each partner are clearly defined and highlighted in the submission.
4	Will the presentation be shared?	Yes, the presentation has been shared via email in PDF format. It is also be uploaded on the website
6	When the company has the capacity to fully fund themselves, what areas would CHAI fund?	CHAI, FHI, and USAID will assess potential areas for collaboration based on the proposal submitted. Further discussions can take place to align expectations, particularly focusing on co-financing options to bridge the supply gap of medical oxygen in the public sector at more affordable rates. So, we would encourage you to propose the plan accordingly and carve areas of support
7	When will the information session presentation, recording and any other guidance materials be shared	The information session was shared via email and the recording link is available on this link. All the documents and links are also updated on the website.
8	Is the EOI considering liquid oxygen only?	Yes, the EOI is exclusively focused on liquid oxygen, including the logistics surrounding its transportation, storage, and distribution to end users.

Figure 1: Overview of monthly LOX need in Zambia



Source: CHAI/EpiC assessments; Interviews and site visits conducted in 2022-23