

Questions and Answers

ITB/CHAI/Wheelchair/0124: Invitation to bid for selection of manufacturer/supplier for supply of competitively priced wheelchairs for CHAI program countries

S. No.	Question	Answer
1	"Ready to Use" definition required.	To ensure that there is no specialized fitting requirement at destination – basic assembly is okay.
2	Provide ITB Excel questionnaire and / or product specification detail.	Please download from the webpage https://www.clintonhealthaccess.org/rfp/invitation-to-bid-itb-for-selection-of-manufacturer-supplier-for-supply-of-competitively-priced-wheelchairs-for-chai-program-countries/
3	Currency required.	US dollars
4	Numbers of each type of product to countries.	To be finalized at bid award stage. Indicative numbers are included in the ITB.
5	Cushions is it one type or more that's required.	Cushions are required with postural support wheelchair. Cushions are optional to provide with active dual terrain wheelchairs, please include general specifications within the active dual terrain wheelchair specifications.
6	We would prefer to provide a quote based on the Incoterm FOB as the CIF has a lot of volatility in pricing and charges and can only be held for a maximum of 3 months - please advise if we can quote on a FOB basis or if you require it on a CIF basis?	Please provide both FCA and CIF price. The volatility around CIF is understood and the evaluation will be done on FCA price while CIF will be paid on actuals for insurance and freight. CIF price is required at this stage for budgeting.
7	Please note that we have no services available in the countries specified , please clarify whether training is expected for the Maintenance and	Bidders can propose virtual training or onsite training.

	Repairs onsite for the locations specified?	
8	Please advise when will the assessments and prescriptions take place , because we need to quote on specified sizes and specifications – if that information will not be available, we will be doing one price per device based on the largest device size?	Assessments have taken place or are in progress for most children, though some prescriptions may not be available during ordering.
9	Is there any flexibility on the manufacturing lead time of 90 days? Our suppliers generally need 12 weeks for production and we need an additional two weeks: one week for PO and payment processing on the front end and another week for pickup, customs processing and delivery on the back end.	Lead time higher than 90 days could be proposed and would be agreed upon at time of bid award
10	For the Addis Ababa shipment, we can only manage the transportation to the port of Djibouti under CIF terms. Will that be acceptable to CHAI?	Yes, transport to the port of Djibouti is acceptable for Addis Ababa shipment
11	Can you add the named port for Incoterms CIF and FOB? The Financial Offer tab on the ITB Specifications spreadsheet only mentions FCA and CIF prices.	Please add in the additional column as deemed fit.
12	Part iv (maintenance&repair): is there any flexibility on this issue? We can sell spare parts as needed, but the MOQs, lead time and shipping costs are prohibitive. We also cannot provide repair and maintenance in-country at this time, but this could	Up to the bidder to propose a feasible plan to ensure maintenance could be arranged. Preference is to have in-country repair but given multiple geographies, please propose a model that would work best.

	be arranged by the time the first shipment arrives at its destination.	
13	Part v: can you provide more detail on what would be involved with the independent quality audit?	Quality audit would entail good manufacturing practice audit and quality system audit. Independent testing of wheelchair samples procured could also be undertaken.
14	Subsection v.a.: would FCA Shanghai port be acceptable? Terms	FCA Shanghai port would be acceptable.
15	Section 8.1.1: Bid Validity: Will CHAI allow pricing updates after the first six months?	Yes.
16	Section 13, Annex D: the letter of undertaking calls for manufacturers/bidders. We are not manufacturers, but as wholesalers and distributors, would we be qualified to bid?	Yes.
17	What are the payment terms? Will there be any up-front payment for manufacturing, or will payment only be forthcoming after the goods have shipped (or after delivery)?	To be discussed at the bid award stage and to follow CHAI's procurement policy. A percentage of payment could be done upfront if needed.
18	We supply dual terrain pediatric active wheelchairs that are foldable. This model has been proven in the field in LMICs and is supplied on the UNICEF, CLASP and HI catalogues. The foldability of this model makes the product a great option for children in LMICs for ease of transport in buses, other small vehicles and storage in tight living spaces. Would this model be acceptable in the dual terrain pediatric wheelchair category?	No – only pediatric rigid wheelchairs will be accepted.

19	<p>We supply urban and semi-urban pediatric active wheelchairs that are foldable. This model has been proven in the field in LMICs. This model has been proven in the field in LMICs and is supplied on the CLASP and HI catalogues. The foldability of this model makes the product a great option for children in LMICs for ease of transport in buses, other small vehicles and storage in tight living spaces. Very young children with disabilities are assisted by their caregivers in many situations and rough terrain could be navigated with the caregivers' support. Would this model be acceptable in the dual terrain pediatric wheelchair category?</p>	<p>No – dual terrain is essential specification.</p>
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