



MINISTRY OF THE INTERIOR



DIRECTORATE GENERAL FIRE SAFETY AND CIVIL PROTECTION

Programme title: Interreg – IPA CBC Bulgaria - Turkey Programme 2014-2020

Project: CB005.1.11.007 "Cross-border cooperation for preparedness and reaction in case of floods", financed under Interreg – IPA CBC Bulgaria - Turkey Programme

Contract title: **Supply of mobile flood barriers and Dry suit with boots for divers**

Location: Sofia, Bulgaria

Publication reference: DGFSCP-FBINTL-3

Procedure: International Open Tender Procedure

QUESTIONS & ANSWERS

No.	QUESTIONS	ANSWERS
	Questions from Letter № 198301-263/27.03.2018	
1.	<p>We have noticed the technical description is written to a specific supplier. There are many specifications that don't comply on mobile flood barriers in general but only comply on one specific product.</p> <p>As we are supplier of a mobile flood barrier we would like to participate and be able to show the possibilities of our system.</p> <p>The technical specification that is stated in the following document: "007_c4f annexiitechspeciitechoffer" does not allow other suppliers to participate but only allows one supplier to participate.</p> <p>Is there a possibility to make an adjustment to the technical specification for more global specifications in order to stimulate competition and create the possibility for other suppliers to participate.</p> <p>I really believe this wil result in a more equal tender process and the possibility for you as a contractor to be albe to choose from a variety of products and therefore the ability to have the best product for the best price.</p>	<p>In determining the technical specification of the product, the Contracting Authority was guided by its needs and the specific conditions under which the product will be used. The Contracting Authority 's needs are from a product that is handled quickly and easily, which is lightweight and fast transportable and for which a minimum number of people is needed.</p> <p>Last but not least, the Contracting Authority has also pledged to purchase a special pickup vehicle for transportation and installation the product, which vehicle also complies with the product specifications.</p> <p>The contracting authority did not intend to restrict competition, only to acquire a product that meets its needs. Contracting Authority launched few public procurement procedures for supply of this product and the opinion is that several suppliers submitted their offers.</p>
2.	In order to prepare the offer I need to know if we	In determining the technical specification of the product, the

are able to quote for this tender, bearing in mind that we do have a mobile flood barrier, I kindly ask you to answer me to the following question: Could you please tell me if you only have one barrier in mind ? as they are being too specific. Our barrier, whilst it could do the job, is not exactly the same specification as the one you have in the procurement document.

I use the scenario "if you want to dig a hole - you need a spade, however you do not need to specify the size and weight of the spade in order to buy something that is fit for purpose".

I can't quote for this tender with the specification you have given because our barrier is not exactly the same. I am assuming no one else either unless they sell the exact barrier that you have in the specification.

Contracting Authority was guided by its needs and the specific conditions under which the product will be used. The Contracting Authority's needs are from a product that is handled quickly and easily, which is lightweight and fast transportable and for which a minimum number of people is needed.

Last but not least, the Contracting Authority has also pledged to purchase a special pickup vehicle for transportation and installation the product, which vehicle also complies with the product specifications.

The contracting authority did not intend to restrict competition, only to acquire a product that meets its needs. Contracting Authority launched few public procurement procedures for supply of this product and the opinion is that several suppliers submitted their offers.

Nikolay Nikolov

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