



Answers to request for clarification RFP22-3452

Date: 8 April 2022

1. Is there interest to look at alternative instruments that will:

- **Smaller, faster, cheaper and will run the same assays as BioRad instrument?**
- **Used for COVID-19 detection in NZ,**
- **Also open and able to run other viral assays (dengue, zika, leptospira etc)**

We work with Doherty institute on the choice of PCR unit for the region. Biorad is recommended by Doherty because they have validated those equipment. It will be interesting to see which unit is being advocated by this company because if it is not TGA approved and not validated by Doherty then our team will not accept this equipment. We have problem with one of these kind of equipment in Tuvalu for which reagent is tied to the supplier. Expensive as it is and the supplier would not provide any assistance to us as we tried to assist Tuvalu. Biorad can use reagents and consumables that are widely available and if there is another Novel organism outbreak we will end up asking Doherty for assistance in providing primers gene-markers that can-be run on Biorad.

Secondly Biorad is already used in Fiji and if Labasa hospital needs top-up of reagents and consumables they can always share with FijiCDC. Maintenance of equipment will be easier since Fiji will utilise the service provider ie. Medica Pasifika is the sole supplier for Biorad NZ local Fiji company that provides service for these Biorad equipment.

2. Exportation and delivery requirements – we do not export goods, so for any sales to overseas customers we ask that they arrange their own freight forwarders to collect the orders from our Auckland warehouse premises.

Shipping of goods is something that we would prefer that the company does for us, so that if there is any shortfall company should be responsible of replacing.

3. Warranty support and technical support – we do not have the means to offer either onsite or 24/7 support, as requested. We can offer virtual support and return-to-base warranty support.

A one-year warranty might be acceptable for PHD.

4. We are unable to fulfil the RT PCR requirement and have alternative brands to offer for most of the required items. As per the Ts & Cs, it appears this would mean we are not eligible to bid. Please confirm if this is the case?

As long as it meets specification and PHD evaluation team will accept.

5. We are unable to waiver our own terms and conditions in order to bid. If this is an issue, please let us know asap.

SPC is willing to enter into negotiation at the right time (after selection and before contracting)

6. We do not have options to fulfil the complete list of items you require e.g. we do not have an option for the Bio-Rad RT PCR machine, or any alternative. Does this mean we are not eligible?

Please quote the items you are able to provide. It is not mandatory to be able to provide the whole list.

- 7. We do not offer in-country support / warranty support as we do not have representation in the islands – we work on a return-to-base model, or can support virtually via Zoom/Microsoft Teams or similar means. Please advise if this is acceptable?**

Virtual support might be acceptable.

- 8. We do not export items to the surrounding islands. We will work with your chosen freight forwarder to support the exportation of goods, but this would not be managed by us. The export company would therefore be responsible for the goods to arrive with you in an acceptable state – as when it left us. Please advise if this is unacceptable / does this mean we are not eligible?**

This may be acceptable.

- 9. Prices are subject to fluctuation due to foreign exchange and annual supplier price increases. Should the contract be extended from 1 year to 3, the prices would need to be reviewed and agreed with both parties prior to the extension going forward. Please advise if this is unacceptable / does this mean we are not eligible?**

Prices will definitely increase in this time; however bidders may include prices for 4 years.

- 10. Can you please confirm if the Brand name listed in Annex IIA are the preferred brands or are other suppliers allowed to place an offer on the items with specific brands listed.**

Brand name listed in Annex IIA are the preferred brands, however bidders can provide alternative offer as long as the equipment/good is compatible.

- 11. Item # 40: 60L Willow Waste Bin – Please advise on the quantity.**

Two units please.

- 12. Item # 33: UPS with a quantity of 4 units. Please advise if this UPS is for the 4 Freezers stated above on item # 31 X3 and item # 33 X1. If so please advise runtime of each Freezer after power failure in order to quote the right size of UPS. Run time means once there is a power failure, how long do you want the Freezers to be running by the help on the UPS in order to keep the Freezer running and avoid any damages to the samples in the Freezer by the power failure.**

The runtime for UPS no matter how large it will only be for 2 hours. The UPS will be for the biorad (CX 96) and 2 double door reagent and specimen Freezers plus the negative -80C freezer.) Hence, as long as we get UPS that can connect to 240V with large battery capacities that can support up to 1800 watts, so that it does not get drained too quickly that will have to be replaced within 1 year or so.

- 13. Please advise if you will accept partial bid. We are able to supply some of the items in the list.**

Partial bids are totally acceptable.

- 14. Please advise if we can offer the alternative item from different brands?**

Yes as long as it meets specification and PHD evaluation team will accept.