

INTERNATIONAL TENDER 016-2014-PUCP

PURCHASE OF EQUIPMENT FOR THE LABORATORY OF RESEARCH IN BIOMECHANICS AND APPLIED ROBOTICS

ACQUITTAL OF CONSULTATIONS

1. BIDDER 1

- 1.1. Reference (p. 4 - 1.7.1) May be presented as bidders, independently (associations not allowed), enterprises legally constituted in Peru or member countries of the Inter-American Development Bank. In the case of foreign companies, must prove its existence as required by the regulations and laws of their country of origin.

Our company is the exclusive representative in Peru of the German company Zwick Roell. There has been sales in Peruvian territory; as well as direct imports (PUCP, Gloria, Pesquera Austral, Sika Peru, Tecsup, etc.) and local sales (UNI, UNMSM, UNT, UNJBG, UNSA among others); considering the act of showing up in partnership or associated form is not possible and taking into account that the price offered shall be CIF CALLAO, Would it be possible that our company as bidder can bill the item with CIF CALLAO?

Answer:

Yes. Being a representative what we can do is to buy as CIF from your represented partner. Ask for a letter from the principal that names you as representatives and authorize you to submit a bid in their stead.

- 1.2. 3.2. Technical-economic conditions. 3.2.1 The bidder shall submit its technical-economical proposal considering all the features outlined in the attached technical specifications (Appendix 1) of the item or items in which the bidder participates. (Page 7)

Our represented, the German company Zwick Roell as a material testing machines manufacturer has different models that operate under different principles of operation (electromechanical, hydraulic, among others) Will the Committee accept to evaluate 2 technical alternatives, with the only benefit to equip PUCP with a versatile machine that allows research and development in the field of biomechanics?

Answer:

Yes, provided that both meet our minimum requirements. The Committee will decide which takes into account for the qualification.

- 1.3. 4.1.2. Technical evaluation factors

b) Bidder and/or manufacturer commercial warranty Factor (concerning manufacturing defects and hidden defects (p. 10)

It is known that a serious manufacturer's warranty does not exceed 15 months after the date of release from factory. It's possible to increase the warranty period with an additional payment at the initial price. Would PUCP be willing to consider that additional payment? Under the previous answer, Would PUCP accept our economic proposal including additional payments for extended warranty as an option?

Answer:

The warranty should cover as a minimum the requested time on the bases. If this requires an additional payment you must include it in your proposal. If you want to offer a longer term, it can also be included in the proposal (it will qualify as improvement within the term) or put it as an option (would not be considered as improvement in the term, but it would grant advantage on the score of the economic qualification).

1.4. 4.1.2. Technical evaluation factors. d) Factor of experience and prestige of the bidder (p.10)

Are sales in Peruvian territory the only ones considered? Will the evaluation criteria be by amount of sold machines or total sales amount? Will you only consider sales to universities or higher education institutions or also sales of equipment for material testing in the industry in general?

Answer:

No. Sales anywhere in the world are considered. Through information provided by the bidders, the Committee will decide the score that everyone deserves in this aspect.

1.5. 4.1.2. Technical evaluation factors. d) Factor of experience and prestige of the bidder (p.10)

Is there a minimum amount of sales or units of material testing machines for obtaining the maximum score?

Answer:

No.

1.6. 4.1.2. Technical evaluation factors. d) Factor of experience and prestige of the bidder (p.10)

Will you consider as valid the invoices from the German manufacturer and also from the exclusive representative in Peru, Yes or no? Both?

Answer:

Both, but preference will be given to the local representative.

1.7. 4.1.2. Technical evaluation factors.(e) Factor of training (p. 10)

Is there a minimum number of hours, days to obtain the maximum score?

Answer:

No. The Committee will evaluate the proposed training plan and will assign a score. Not only will we be interested in the hours, but the content.

1.8. 4.1.2. Technical evaluation factors.(e) Factor of training (p. 10) Concerning the training plan, Is there some agenda, schedule suggested by PUCP?

Answer:

No. It is the bidder who should propose the agenda.

1.9. 4.1.2. Technical evaluation factors.(e) Factor of training (p. 10)

Is considered for the maximum score a training at the factory before shipping the machine (in Spanish)

Answer:

It is technically better, but it has a high cost for PUCP. The Committee will analyze it.

- 1.10.** 5.1.3. In the case of goods manufactured abroad, PUCP reserves the right to inspect the acquired property prior to shipment, in the place of origin, being essential in this case, signing a certificate of conformity before being shipped.(p. 12)

For the signing of the conformity certificate, the travel expenses (passage and stay) must be considered in the price of the item offered, yes or no?

Answer:

The cost of travel or payment to a third party who inspect the equipment at the place of origin shall be borne by PUCP.

- 1.11.** 5.3.5 goods and services prices should include taxes, insurance, transport, inspections, packaging, labor costs, installation costs and adaptations (where applicable) required for its use, in accordance with the legislation in force, as well as any other item that may have impact on the cost of the acquired asset. (p. 13)

In the hypothetical case that this contest's machine "physically" can't enter through the laboratory door, the costs involved in the "adequacy" of the entry of the machine shall be assumed by PUCP or the bidder?

Answer:

Yes. If it's required to modify the entry door the cost will be assumed by PUCP. In this case, it is important that the supplier clearly specify the dimensions of the equipment to be installed and the required opening space for their entry to the laboratory.

- 1.12.** 7.2. 1 For every bid of any item, the bidder must: indicate all the requirements for the installation and use of equipment, taking into account the voltage applied to each machine and that in Lima - Peru, home power voltage is 220V (p. 17)

There is possibility of three-phase installation (3 x 220V or 3 x 380V).

Answer:

Facilities are equipped mainly with 220 V, however, there is a power outlet close to the place where the machine will be located, this power outlet is 3 x 380V, so this possibility could be considered for the bid.

- 1.13.** Is the laboratory on the first floor? If not are there elevators or ease of access?

It is possible to visit the laboratory to analyze the installation. If so provide us: name, position, and phone to coordinate the visit.

Answer:

The lab is on the first floor and you could coordinate with Mr. Christian Chicoma, concerning to your visit, he is our Assistant for the purposes of this bid, and the lab is located in the mechanical engineering section - Department of engineering of the Pontifical Catholic University of Peru phone: (511) 626-2000 annex 4841, Mobile: (51) 972930505 Email: christian.chicoma@pucp.pe

- 1.14.** Regarding Annex 1, technical specifications, in your Item 3 Electrodynamic Fatigue Machines (machine of ELECTRODYNAMIC trials of fatigue), point 10.1 Maintenance Plan of the Equipment, it says: the manufacturer will provide on-line diagnoses as part of the equipment technical support, free of charge. Maintenance of the equipment shall be borne by PUCP.

Our company has a qualified technician service to support the ZWICK ROELL firm, and therefore we are concerned about this and we don't think it's convenient for PUCP to only allow on-line diagnose concerning the maintenance of the machine, since, according to this, our company, which provides local support in Spanish, with personnel trained by the manufacturer, would be failing to meet this requirement of the bid and would be excluded?

Answer:

First of all, we are interested that you can participate in the contest, however, we also want to have a system of timely maintenance and of best quality for the acquired equipment, what motivated the indicated clause, and if you provide local support in Spanish is also suitable for PUCP, so, I would appreciate you to include this in your proposal to indicate the detailed characteristics of the type of maintenance physical and/or virtual that you can offer.

2. BIDDER 2

- 2.1.** Regarding annex 1 Technical specifications, specifically the item N ° 1, Hexapod Robot platform type (Rotary), point 2.6.1 Approximate races on the horizontal plane, on the X and Y axes +/-200mm, our standard machine that we would offer would be 180 mm on the plane X, Y. If this figure is acceptable we would be able to apply with our standard product. However, if we were to reach the specific figures requested in the bases, we would need to make a special design that would be considerably more expensive than our standard product.

Answer:

The option proposed by you, concerning the bases in the annex 1, Item 1, point 2.6.1, is acceptable to our workspace requirement.

- 2.2.** Regarding annex 1 Technical specifications, specifically the item N ° 1, hexapod Robot platform type (Rotary), in point 2.6.2 approximate displacement on the vertical axis Z: +/- 200mm, our standard machine would have 150 mm in Z. If this figure were correct, we would be able to apply using our standard product; however, if we were to reach the specific figures requested in the bases, we'd need to make a special design that would be considerably more expensive than our standard product would.

Answer:

The option proposed by you, concerning the bases of annex 1, Item 1, point 2.6.2, is acceptable to our workspace requirement.

- 2.3.** Regarding annex 1 Technical specifications, specifically the item N ° 1, hexapod Robot (rotating) platform type, point 2.6.3 Rotation around the axis X and Y: +/-20 °, our standard machine would allow a rotation in X, Y of +/-15 °, if these figures were correct we would be able to apply using our standard product, however, if we were to reach the specific figures requested in the bases, we would need to make a special design that would be considerably more expensive than our standard product.

Answer:

The option proposed by you, concerning the bases of annex 1, Item 1, point 2.6.3, is acceptable to our workspace requirement.

3. BIDDER 3

- 3.1.** In general terms: we would like to know how we could submit our proposal. Would it be enough to send it by e-mail? Please tell us the best way to do it:

Answer:

You must submit your proposal by email, following the guidelines outlined in the Tender, in section 3.3 concerning the content of the proposals, keep in mind that the email accounts of PUCP receive up to 10 MB maximum size emails, so that if the total content exceeds 10 MB you should send your proposals by e-mail up to 10 MB, and the entire contents (plus additional proposal) via Dropbox with a link to the post: aholgado@pucp.pe, jsolis@pucp.edu.pe and rcastellanos@pucp.pe, other options are also valid to be considered by the bidder, such as Google Drive, for which you must coordinate with the people previously indicated (aholgado@pucp.pe, jsolis@pucp.edu.pe and rcastellanos@pucp.pe).

If the tender should be awarded to you, you must provide manuals and catalogs in print and digital.

San Miguel, August 13, 2014