

Annex 8

Written Responses to Bidders Conference Questions

1. International entities are allowed to bid providing they show proof that they are registering before signing the contract with you but what do they need to show to prove they have started their registrations to the local authorities knowing Government takes for ever to register a company.
 - a. Please refer to the updated language under the RFP Section on General Requirements, per Amendment 2, for registration requirements. For those that are not registered upon submitting a bid must present a plan of how they would be able to operate – how their proposed services would be delivered and the timeline they expect for completion of the registration.
2. Can Chemonics reveal the Insurance provider name?
 - a. Yes – our insurance broker is NACORA, and our main insurance is AXA XL. We also use Zurich Insurance Group and Lloyd's of London.
3. Can we have an idea of the Incoming quantity of pallets and outgoing pallets being handled presently?
 - a. Please refer to the Appendices Part 1 for this information. Please email HaitiWarehouse@ghsc-psm.org for Appendices Part 1.
4. Can you please provide images of the warehouse, or a virtual tour of the warehouse?
 - a. Yes, photos have been attached to the RFP webpage (Annex 10) per Amendment 03. Virtual tours can also be accommodated. Please email HaitiWarehouse@ghsc-psm.org.
5. Can you send us the PPT you are showing?
 - a. Yes, it has been attached to the RFP webpage (Annex 9) per Amendment 03.
6. Do you expect any services under the contract not to be VAT or duties exempted?
 - a. No, we don't. Offerors are asked to show any applicable VAT in a separate line for each of the fixed unit rates. GHSC-PSM Haiti will work with the awardee to process the VAT exemption for the agreement. Please also refer to the
7. Do you expect keep cool shipments or its mainly General and Ambient products?
 - a. Yes, there are cold chain commodities stored in the warehouse. Please refer to the section in the RFP on temperature control requirements.
8. Do you have an average number of pieces per line and the breakdown of full vs. less than full case?
 - a. Please refer to the Appendices Part 1 for this information. Please email HaitiWarehouse@ghsc-psm.org for Appendices Part 1.
9. Good day, not all incoming shipments come in pallets, how will we be billing Chemonics in such a case? What is considered as "item" for outgoing deliveries? Is it a specific product (regardless of how many pieces) or number of boxes?
 - a. We understand that not all incoming shipments come in full pallets. However, most of the shipments that we receive do come in full pallets. When we request the per pallet rate, it means that any shipment that is less than a full pallet would still be charged as a full pallet, to simply the process and to keep it more straightforward. (Please refer to the updated language to the RFP provided Amendment 3 for section I.4.B.3 Cost Proposal, for information on assembling and consolidation of pallets at the receiving area and an example of how pallets are invoiced for in-bound movements).
10. How about expired products? What is the defined responsibility of the warehousing management company?
 - a. The awardee will be responsible for getting expired products ready for to be dispatched, and they will be picked up by a different company and either transported to another warehouse where waste is stored, or will be sent directly to some facilities that will be in charge of incineration/disposal. In both cases, the awardee will be responsible for putting

the expired products aside, for informing Chemonics of the quantity and specific items that have expired, and notifying Chemonics when they are ready for dispatch. The 3PL should implement FEFO policy (first expiry, first out) to avoid expirations.

11. If there are multiple boxes of one item, is it considered as 1 item?
 - a. Yes (Please refer to the updated language to the RFP provided Amendment 3 for section I.4.B.3 Cost Proposal, for information on assembling and consolidation of pallets at the receiving area and an example of how pallets are invoiced for in-bound movements)
12. Is Warehouse located inside the Fleuriot Industrial Parc or is simply in the Fleuriot area?
 - a. The warehouse is inside the Fleuriot Industrial Park. It is next door to the W.H.O.'s PROMESS warehouse. If you search "PSM" into google maps, you will find the exact location.
13. Just to be clear, our Job consist on manage commodities via staff, and WMS/Temperature control, Inside Security agents, CCTV and Internet as well as insurance. Please confirm?
 - a. Please refer to Section 2, page 15 of the RFP. This includes the Scope of Work and Deliverables Schedule, so this section can be used for the technical components of what the work entails.
14. Orders coming by Air shipments come in 2 or 3 boxes. Will this be considered as 1 pallet? Up to how many loose boxes will you be considering as 1 pallet?
 - a. Anything less than a full pallet will be considered one pallet for inbound. So, if the shipment is only one box or five boxes, that would be considered one incoming pallet. (Please refer to the updated language to the RFP provided Amendment 3 for section I.4.B.3 Cost Proposal, for information on assembling and consolidation of pallets at the receiving area and an example of how pallets are invoiced for in-bound movements).
15. So, count means pieces?
 - a. In the Part I – Appendix In-bound and Out-bound Summary DATA (2018 – 2019), count is equal to products per order. In this appendix you will find not only the number of orders that we processed during a specific month, but also how many line items equivalent to products relate to the number of orders that we processed. Count means pieces equivalent to line items or products.
16. Thank you for the opportunity; we appreciate it and look forward to providing the right warehouse solution for your demand. We would like to know how long is the process currently from receiving to dispatch shipment? what amount of shipment is to be shipped out per month? do we need to supervise field operation such as clinic?
 - a. The order process from receiving to dispatch varies – some products stay in the warehouse for six to nine months, whereas some others will stay for only one month. It depends on the product. The awardee will receive a requisition for dispatches approximately two weeks before the dispatch, allowing time to prepare the order and do the pick, pack, and dispatch. For data on the amount dispatched per month, please reference the data included in Appendices Part 1. You will see that some months there will be almost no shipments, and other months will be peak time, as we currently implement quarterly distributions.
 - b. As a reminder, the responsibility of the awardee will end upon commodity dispatch, as there are separate subcontractors responsible for transportation. The awardee will not be responsible for field operations or clinic operation.
17. What about traceability, serialization or lot control - is there any of that, or just FIFO?
 - a. In Section II.2.iv Inventory Management, there is a description of the required capabilities of the WMS. Included in this section is the requirement that the WMS should have the capabilities of supporting GS1 including serialization of the goods.
18. What insurance coverage is the contractor responsible for? Commodities in custody? Equipment provided by Chemonics? Or just the contractor's staff and owned equipment?
 - a. Please refer to pages 26-28 of the RFP for details on insurance coverage requirements.

19. What is the division of responsibility for distribution? Specifically, is the warehouse management team responsible for route planning or will that be managed outside of the contract?
 - a. Based on the previous predefined and pre agreed upon order processing and distribution schedule, everything has to do with route planning is going to be the responsibility of Chemonics. Chemonics will also coordinate and liaise with the transportation 3PL companies.
20. What is the Total value of stock that is expected to be maintained at any given point of time?
 - a. Over the past six months, we have had an average of \$14.9M of stock stored at the warehouse. The stock value can get as high as \$16M.
21. Which annex has the pieces per line, full vs. less than full cases. I'm not seeing it. Thanks
 - a. Please refer to Appendices Part 1, #2.
22. Who is loading the trucks? the WH team or the distribution team?
 - a. Please reference page 22 of the RFP. The awardee must ensure adequate resources for the loading and offloading of health commodities.
23. With the current security issues in Haiti, if something happens to a shipment during a riot such as a hijack of the shipment or the truck is burnt down in the streets, will such a loss fall under the responsibility of the contractor?
 - a. The responsibility of the 3PL provider for warehousing services ends at the moment in which the goods are handed over to the transport company. From that point forward, the goods are no longer under the 3PL warehousing provider's control or cost.
24. Does Chemonics require any specific security level or compatibility for the Warehouse Management System (WMS)?
 - a. Please refer to revised technical specifications for the WMS, which can be found in Amendment 03 to the RFP Section B. Required Documents – 2. Technical Proposal – Part I: Technical Approach, Methodology and Detailed Work Plan.
25. Warehouse Management System (WMS) – The first bullet states that the 3PL should indicate whether the WMS is “certified”. Please define the type/nature of certification requested.
 - a. No certification is required for the WMS. Please refer to revised technical specifications for the WMS, which can be found in Amendment 03 to the RFP Section B. Required Documents – 2. Technical Proposal – Part I: Technical Approach, Methodology and Detailed Work Plan.