



**BID CLARIFICATION MATRIX NO.1**

**FOR**

**SUPPLY, DELIVERY, INSTALLATION, CALIBRATION AND MAINTENANCE OF RAPID TEST TOOL KITS TO SUPPORT THE VALUE CHAIN'S COMPLIANCE WITH QUALITY STANDARDS & SPS REQUIREMENTS**

**TENDER NUMBER: PRQ20241014**

**13<sup>TH</sup> MARCH 2025**

## BID CLARIFICATION MATRIX No. 1

**TENDER TITLE: SUPPLY, DELIVERY, INSTALLATION, CALIBRATION AND MAINTENANCE OF RAPID TEST TOOL KITS TO SUPPORT THE VALUE CHAIN'S COMPLIANCE WITH QUALITY STANDARDS & SPS REQUIREMENTS**

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This clarification matrix forms an integral part of the tender document and therefore, *must be considered* carefully considered by service providers in preparation and submission of bids.

It is divided into two sections: -

1. Section 1 contains the clarifications to queries raised and requested through the official bidding clarification email address (that is [procurement@trademarkafrica.com](mailto:procurement@trademarkafrica.com)).
2. Section 2 contains general tips on how to prepare and submit a competitive bid.

All communications must be directed to the procuring entity, Trademark Africa through [procurement@trademarkafrica.com](mailto:procurement@trademarkafrica.com) as provided for in the tender document.

## SECTION 1: QUERIES AND RESPONSES

These clarifications are for those queries sought by bidders in line with the RFP of the tender document:

S/No.	Query	Response	Status (closed/ open/ pending)
1.	<p>ITEM 5 Pesticide Test Strips to determine the presence of pesticide residues in fruits, vegetables, raw milk, honey and so on: Sample Types: Fruits, vegetables, raw milk, honey, grains, and other produce.</p> <ul style="list-style-type: none"> <li>➤ You need one kit that can cover all these sample types or can we quote one kit for each sample type?</li> </ul>	<p>This kit should be able to test for the presence of pesticide residues in fruits, vegetables, raw milk, honey etc</p> <p>No, we do not need separate kits for each product</p>	<b>Closed</b>
2.	<p>ITEM 7 California Mastitis Rapid Test Kit</p> <ul style="list-style-type: none"> <li>➤ you need a somatic cell test for dairy cows?</li> </ul>	<p>No, we don't need the asomatic cell test, we just need the California Mastitis Rapid Test kit for on farm testing.</p>	<b>Closed</b>
3.	<p>ITEM 8 Rapid test kits for Aflatoxin M1 in corn and corn products, complete and ready to use and supplied with all accessories.</p> <ul style="list-style-type: none"> <li>➤ The accessories you are meaning here are for AccuScan Gold Lateral Flow Test Reader or you mean the rapid test kits to be supplied with this instrument?</li> </ul>	<p>We need a qualitative test kit that can be used to indicate presence or absence of a flatoxin M1. We do not need the AccuScan Gold Lateral Flow test reader.</p>	<b>Closed</b>
4.	<p>item eight indicates Corn and milk , we need to know which is which ?, more so the in variation, 25 Tests per kit is unusual , are you sure you want this ?</p>	<p>This is the Aflatoxin M1 B1 Rapid Test Kit for Grains used for Feed. They are 40 test kits per box.</p>	<b>Closed</b>
5.	<p>Again on item 9 the detection limit (LOD) is not mentioned</p>	<p>The detection limit for Aflatoxin M1 Qualitative Rapid Test Strips for milk and milk products is between 0.1 and 0.3 micrograms per kilogram (<math>\mu\text{g}/\text{kg}</math>)</p>	<b>Closed</b>

## **SECTION 2: TIPS ON HOW TO PREPARE AND SUBMIT A COMPETITIVE BID**

### **1. Administrative: -**

- 1.1 Correct language (with translation/s where different language is used);
- 1.2 Timelines complied with;
- 1.3 Full response to tender requirements;
- 1.4 Attachment of required documents as per the bid instructions such as:
  - 1.4.1 Registration certificate/s;
  - 1.4.2 Tax compliance/ registration;
  - 1.4.3 Professional registrations such as that for engineers, architects, environmentalists, accountants, supply chain experts, etc;
  - 1.4.4 Power of attorney; and
  - 1.4.5 Audited accounts for the years requested.
- 1.5 Accurate sealing/ naming of bids envelopes; and
- 1.6 Timely submissions (no last minute rush!).

### **2. Technical: -**

- 2.1 Very good methodology:
  - 2.1.1 Good work-plan.
  - 2.1.2 Understanding of TORs.
- 2.2 Evidenced based experience;
- 2.3 Excellent proposed team of experts/ personnel;
- 2.4 Compliant structure of bid;
- 2.5 Signed CVs of proposed experts/ personnel alongside declaration by individual of her/ his CV not being used by any other firm within the same bid especially where cross-bidding is barred;
- 2.6 Keen attention on high/ important technical requirements/ qualifications areas & scoring more;
- 2.7 Quality assurance of the bid;
- 2.8 Well arranged, titled and easy to read proposal;
- 2.9 Defined jargon where used;
- 2.10 Demonstrated creativity and uniqueness of the technical bid;

### **3. Financial: -**

- 3.1 Inclusion of taxes when advised to.
- 3.2 Fair pricing.
- 3.3 Signed submission form/s.

### **4. Post-award: -**

- 4.1 Positive due diligence.
- 4.2 Accurate bid information.
- 4.3 Good performance (quality, cost, quantity, etc.) on award of contract.